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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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AUGUST 15, 1955

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the September 15 issue will close Friday, August 26.

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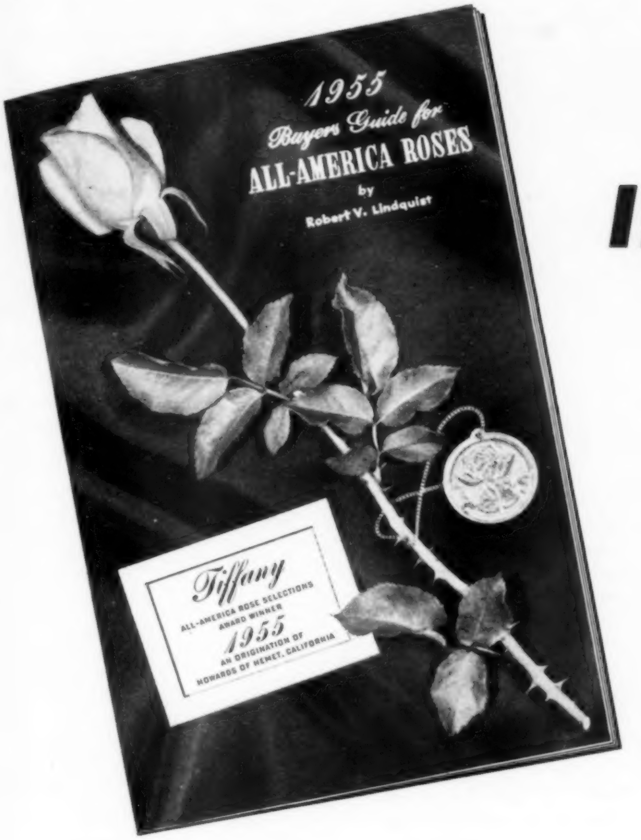
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ALL-AMERICA ROSES
by
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Tiffany
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AWARD WINNER
1955
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Tiffany and Lilibet are Howards of Hemet Originations

Howards of Hemet field-grown *Seasoned Rosebushes,* known the nation over as a standard of excellence for nearly half a century, are for the wholesale trade exclusively. None sold direct. If you are not on our mailing list and would like a copy of our 1956 price list, drop us a note today.

1956
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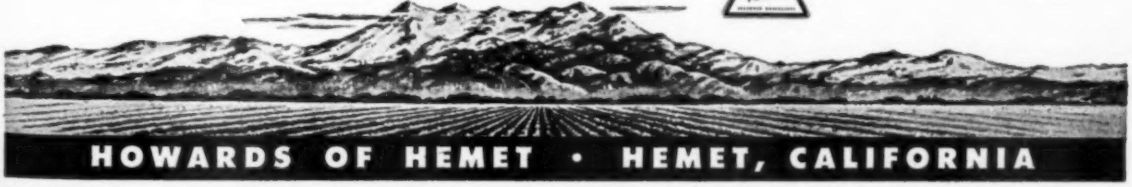
HOWARDS of HEMET



HOWARDS OF HEMET • HEMET, CALIFORNIA

AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

The Mirror of the Trade

Editorial

THE LANDSCAPE FIELD

The elder generation of today has seen the rise of the landscape nurseryman—who combines the retailing of nursery stock with the designing and planting of home grounds, as well as larger areas. He became an economic necessity when the depression and income taxes decimated the private estates and drove most landscape architects from private practice into government or similar employment.

As he strove to do a better job, he became more a professional man than a merchant, until the day seems at hand when there will be a separation again, at least in the departments of a nursery enterprise, if not in the types of retail enterprises themselves.

While some landscape firms operate a retail saleyard or garden store parallel with, or as a feeder to, their landscape business, others have felt a choice between the two forced upon them. They discontinue one type of business for the other, separating the merchant from the professional, as has been mentioned.

The changes in the landscape field have been the subject of endless discussion and debate, not only on the function of the business, but even on the terms employed. The discussion can be made more intelligent and fruitful if it is remembered that our industry, like every other, is in process of change, not fixed or static.

Clarification of the picture is given in the article in this issue which seeks a definition of a landscape architect. The prospect of further change because of popularity of salesyard retailing and of the public's do-it-yourself penchant will be discussed in a succeeding article by the same author.

MECHANICS OF SELLING

The grower of nursery stock thinks of selling only enough to move what he produces. When he enlarges or changes his activities so that he becomes a merchant, buying and selling stock, whether it be as a landscape contractor, mail-order dealer or garden shop operator, he becomes concerned with mechanics of selling.

Such phases as advertising display, credits and the like receive thought because of their bearing on the volume sold or on the ease of selling which they produce. As the volume business of this industry expands and the operators in it endeavor to achieve greater efficiency these topics receive more widespread attention.

They were among the round-table discussions which were a feature of the recent A. A. N. convention. They appear more and more in the programs of state association meetings and short courses. They are the subject of a wider variety of articles in the columns of this magazine.

The operator in any phase of the industry who is alert to his own progress will not pass by these articles on association or short course programs. Even the producer of nursery stock can sell more efficiently and so reduce the expenses involved in moving his products. In every other branch of the business the operator will find it essential to give primary attention to the mechanics of selling in order to add to his volume of business and reduce the cost of moving his merchandise. Attention to this subject is a mark of the present notable expansion of the industry.

PUBLIC APATHY

Some of the accounts of Dutch elm disease in newspapers in midwestern cities are considered unduly alarming by some of the nurserymen in the communities in which these reports appear. They fear that the public will be discouraged not only from purchasing and planting elm trees, but also from general interest in gardening and plants. The public is too likely to turn aside from those hobbies and interests in which difficulties and obstacles occur.

The nurserymen who take this view of the newspaper reports of Dutch elm disease and of similar tree troubles lose sight of the apathy of the public to matters of general concern. A few persons respond when a report of this kind is published and order the spraying or other precautionary measures advised, but they are not many.

This is true not only in the case of residential owners of shade trees, but also in the case of town officials where united action is necessary. Any nurseryman who has been interested in obtaining such action by property owners or town authorities is acquainted with the inertia that must be overcome. Hence the newspaper warnings as to the effects of Dutch elm disease may be more useful in saving elms than discouraging to the planting of other trees.

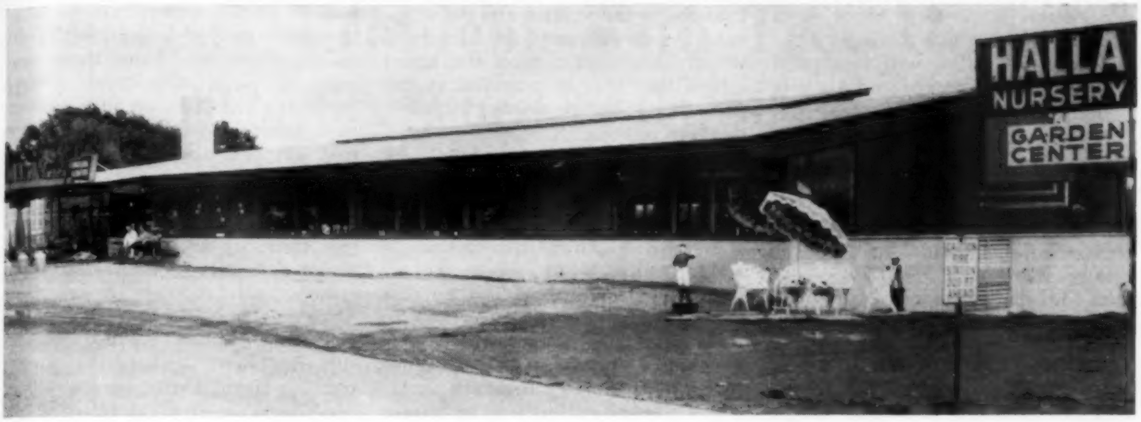
THE WEATHER

Despite the frequency of weather reports via radio, television and newspaper, a bit of elementary reading on meteorology might come in handy to a nurseryman out in the field, as well as prove an interesting diversion. Just the fundamentals are worth remembering, even a consoling contemplation on hot days.

A change in the direction of the prevailing wind means a change in the weather. A rapid change means a short, stiff storm—a hot humid day may be followed by a severe thunderstorm. A gradual change, possibly followed by a period of calm, still air, means a steady or prolonged rain or snow. A brisk wind from the prevailing direction, with local exceptions from west to east in the United States, after a storm indicates a day or so of clear, cold weather. Then the wind will subside and there will be a calm, fair period.

A little meteorology used in advertising on extraordinarily hot summer days might bring advance autumn tree orders. The following words of the late Governor Pinchot of Pennsylvania, once chief forester of the United States, brought to the attention of homeowners in treeless suburbs, might give pause for thought:

"More heat is required to raise the temperature of a pound of water 1 degree than for a pound of almost any other substance, and so it happens that bare soil or rock exposed to the rays of the sun become heated many times faster than the water in the leaves. While the heated rock or soil was warming the air about it, the forest cover would still be absorbing heat and keeping the air below cool . . . The effect of the cooler air of the forest is felt to some distance in the open country. During the day, in calm summer weather, when the air is warmer than the tree tops, it is gradually cooled by contact with the cooler leaves and twigs. In cooling it becomes heavier and falls toward the ground. A rising current of warmer air is formed to supply its place, and so the colder air flows off along the surface into the open country and causes local breezes . . . The amount of the cooling air has been measured in certain places. It is naturally found to be the greatest in summer."



New Minnesota Garden Center Combines Rustic and Modern Architecture

New Garden Shop Features Self-Service

By Dorothy P. Phelps

Self-service by customers, with assistance from trained personnel, and an auditorium for garden club meetings are the outstanding features of Halla's new garden center at Highway 100, south, and West 52nd street, in Edina, a suburb of Minneapolis, Minn. "The Place to Go for Plants That Grow" is the slogan of what is said to be the northwest's first and only self-service garden center.

The beautiful new 2-level building and attached lath house with bamboo roofing are the result of years of planning by Selmer and LaVina Halla, who sold their Lyndale avenue nursery and gift shop in Minneapolis more than a year ago to devote themselves to the building of the new garden center.

Mr. and Mrs. Halla are partners in the business, with Mr. Halla in charge of the nursery and the landscaping service and Mrs. Halla responsible for the garden center. Their duties overlap in many instances.

The long, low type of building grew out of the Hallas' ideas after they visited garden centers not only in California and in Salt Lake City, Utah, but in the eastern and southern parts of the United States. They incorporated their favorite ideas into a plan for the guidance of the local architect who drew the final plans. The Hallas served as their own general contractor on the job of building.

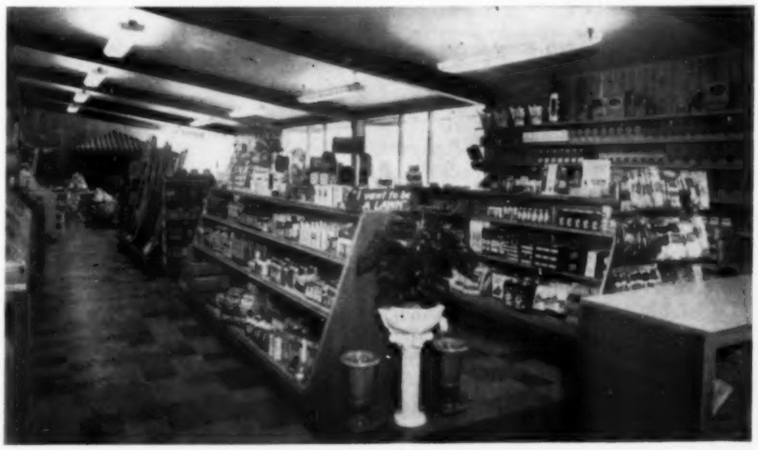
The building, 50x100 feet, is one story at street level and two stories in the rear. The addition of the 50x100-foot lath house with a bamboo roof accentuates the long, low look of the building. Built into a hill where weeds and poison ivy grew before, according to the Hallas, the new garden center is an attractive addition to the neighborhood. The building is a combination of rustic and modern architecture.

The exterior of the building is of Waylite blocks, painted light green, below vertical red cedar siding, on which flower pots containing green plants are hung in attractive designs. The Waylite blocks are insulated with vermiculite. Four sets of triple windows, one set including the front door, add to the modern look of the building and admit ample light under the projecting eaves.

The sign at the west end of the building reads, "Halla Nursery," in white letters four feet high on a dark green background. The words "Garden Center" on a white background add interest and variation to the sign when it is lighted at night.

Since the building is on a side hill above the nursery, it was necessary to build ramps from the nursery level to the root cellar level. More than 12,000 yards of fill were hauled in to make the horseshoe-shaped ramp from the nursery level to the basement level. Surplus canned nursery stock is displayed in the U of the horseshoe drive, visible from both the garden center and the lath house above. There are four entrances through the 6-acre nursery to make easy loading and easy parking. Parking space for 100 cars is provided in the area around the building.

The 50x100-foot area of the gar-



Mass Display of Supplies on Shelves Promote Sales den center is one large room, with natural knotty cedar walls, a light green vaulted ceiling with laminated oak beams and a corrugated Alsynite skylight, which lets light into the room. Alsynite is a fiber glass and plastic product.

Pillars through the center of the room are faced with pegboard more than halfway up, finished with oak to match the laminated beams in the ceiling. The pegboard facings are used to display hanging pots, plants, lanterns and other items for sale in the garden center.

Beautifully grained white ash paneling imported from the Philippine islands covers the west end of the large room. The offices in the southwest corner of the room are paneled in Philippine mahogany. The floor is asphalt in natural and brown blocks resembling cork, laid in random pattern.

Circulating hot-water convectors against the walls are cleverly camouflaged by paint the same color as the natural finish on the knotty cedar walls and by display shelves built above and below them, the upper shelf having metal grilles inserted to allow the heat to circulate. The space between the lower shelf and the floor is covered with metal grilles, painted the same color as the walls, which hide the bases of the convectors as well as add a pleasing note to the interior decoration.

The view from the rear second-story windows of this room reveals the countryside and the nursery below, with the horseshoe drive built to the rear doors of the root cellar just under the garden center and the canned shrubs displayed in the U of the horseshoe drive.

Garden Center

The garden center is roughly divided into six areas, or departments, although this is done without walls. The spacious garden center is in one room. The area around the front entrance is devoted to insecticides, grass seeds, hand and power garden tools, bulbs, flower and vegetable seeds, the colored picture display racks from which nursery stock may be ordered, a landscape consultation booth and an order desk and cashier's booth.

The colored picture display of deciduous nursery stock stored in the root cellar dominates this area. The highly colorful pictures under glass panels, framed in oak, are hinged to the top of the dividing partitions on tiered display tables, so that the frames rest at a slant against the first shelf for the eye-level convenience of the customer. The pictures in these frames can be changed as the seasons and the stock vary. As these frames are hinged to the dividing partitions of the tiered tables, they may be removed at any time the tables are needed for other displays.

The customer serves himself by studying the colored pictures of the stock, filling out his own order blank and dropping it down the chute provided to the air-conditioned storage cellar below, where the order is filled. The stock is then sent back upstairs on a conveyer belt to the cashier's desk. There the cashier may use a loud-speaker to announce that the customer's order is ready. The customer is thus free to browse through the rest of the store, the lath house or the parking lot, without having to wait at the cashier's desk for his filled order.

Bulbs are displayed in this area on one of the tiered display tables with the shelves divided into bins with glass fronts. This provides a convenient and tidy way of showing the bulbs, while making it easy for the customer to help himself, as the bins are labeled.

While the new garden center is based on the self-service system, trained garden experts are on hand to assist the customers with any questions or problems they may have. A consultation booth, with a landscape designer on duty during rush hours, is provided. Customers may get help there on landscaping even though they are making a casual pickup of nursery stock. Mr. Halla himself is at this desk part of the time, as well as William E. Simon, who has a degree in horticulture and landscape design from Michigan State College, East Lansing. Mr. Simon is also nursery superintendent, assisted by junior partner David Halla, who is 16.

A complete tropical fish and pet supplies department is under the management of junior partner Donald Halla, who is 14. In addition to tropical fish, aquariums, fish food and accessories, a complete line of pet supplies for birds, cats and dogs is in stock.

The gift section is stocked with china, glassware, pottery, figurines, plaques, planters and green plants. Mr. and Mrs. Halla are both experienced buyers for this section and make it a point to visit gift, house-

[Continued on page 30]

Andrews Trims Operations

Reduction of the diversification of its operations, leading to a simplification of management efforts, has been announced for the Andrews Nursery Co., Faribault, Minn., by K. D. Andrews, who, with his brother Dixon, operates the business. For a long time the company has had a wholesale department, retail salesmen, a mail-order catalog, a pack-out service for a seed house with a mail-order catalog, a pack-out service for an eastern company, a garden center business and a 75-acre apple orchard. With all these activities, Kimball Andrews states, something was peaking all the time and it was almost impossible to take time out. This year the two brothers decided to cut down operations.

Observation had shown, states Kimball Andrews, that there were nurseries doing the same dollar volume of business with one major outlet, perhaps two, the second being a wholesale department through which surplus stock could be moved. The decision reached by the Andrewses was to eliminate the wholesale department, the retail salesmen, the mail-order catalog and the pack-out service for the seed firm.

Efforts in the future will go to build up the firm's garden center. Additional centers will be added at the rate of probably one a year. This program will be coordinated so that one person can do the advertising for all the units, including the direct-mail work, and one person can do all the buying.

The firm will keep the apple orchard and increase its productivity. Plans are being made now to plant some of the newer varieties of apples in the next several years.

One of the pack-out services which the firm has been handling will be retained. Most of the stock which will be needed for the garden centers will be grown at Faribault.

The Andrewses anticipate that in two or three years the firm should be producing about the same volume of business as in the past, but it will be from one or two sources, instead of several.

There will be continued search for new and better plants for the gardening public, and these may be merchandised through some of the larger wholesale nurseries. One of the latest items that have come to the firm's attention is a peach from western Minnesota. It is apparently hardy, and production has been started this year for test plantings in Minnesota, Wisconsin and the two Dakotas.

Arborists' Problems with Tree Diseases

—The Six Worst in the Midwest—

By J. C. Carter

Illinois Natural History Survey, Urbana, Ill.

At first one might think of Dutch elm disease, elm phloem necrosis and oak wilt as being the worst diseases which arborists must combat. However, as these three diseases are usually fatal to the trees, the arborist's problem is one of protecting the healthy trees and not preserving the diseased trees.

Many other less fatal tree diseases, including foliage, stem and vascular diseases, require more time and effort on the part of arborists. Based on observation and inquiries received during the past 20 years, probably the six worst diseases for arborists to diagnose and treat are two vascular diseases, wetwood and verticillium wilt; two stem diseases, fire blight and cystospora canker, and two leaf diseases, anthracnose and scorch.

Wetwood

The bacterial disease known as wetwood is common throughout the midwest and probably wherever trees are grown. It occurs in many genera of trees, including elm, maple, mulberry, oak, poplar and willow. In elm, the bacteria are confined mainly to the older sapwood and heartwood of the trunk and large branches. Affected trees may show leaf wilt, branch dieback and bleeding or fluxing of wounds. Accumulation of sap and gas in the wood creates abnormally high pressures that force the sap out through wounds. The fluxing sap is sufficiently toxic to retard or prevent callus formations and it may kill the bark at the base of pruning cuts and around trunk and crotch cracks.

Growth of air-borne bacteria, yeast and other fungi in the fluxing sap may produce gray to brown, foam-like, ill-smelling, slimy masses around wounds. This slimy material is called slime flux. Leaf wilt and branch dieback develop when the wetwood sap that escapes from affected wood through wounds seeps into the current-season wood and moves into the branches. Wilt develops as curling and yellowing, after which comes browning of the leaves.

Leaves that wilt rapidly may drop while still green; others may take on a dull, greenish-brown appearance by the time they fall. On some trees the leaves may droop and turn yellow, but not wilt, while on other trees they may turn dull greenish-brown between the veins and fall prematurely during July and August. Brown streaks produced in the younger sapwood of wilting branches are similar to those produced by other wilt diseases such as verticillium wilt and Dutch elm disease. Dieback of branches or of branch tips usually occurs on trees that show abundant wilt.

Although no effective control for wetwood has been found, relief for fluxing trees can be obtained by tapping the trunk to remove the accumulated gas and toxic sap that have accumulated in the diseased wood. In some cases, tapping the trunk of a large elm at its base may stop the fluxing of several wounds along the trunk. More effective drainage is usually obtained by tapping the tree a short distance below the fluxing region.

Fluxing of wounds, where branches

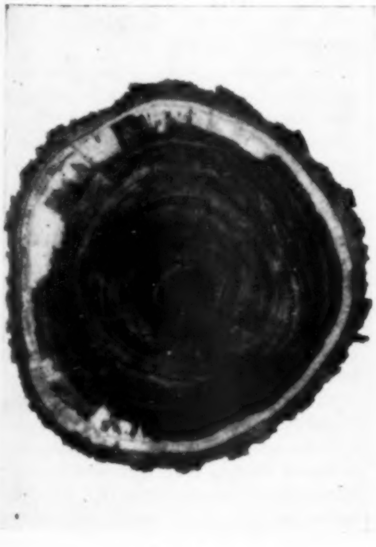


Fig. 1

Fig. 2

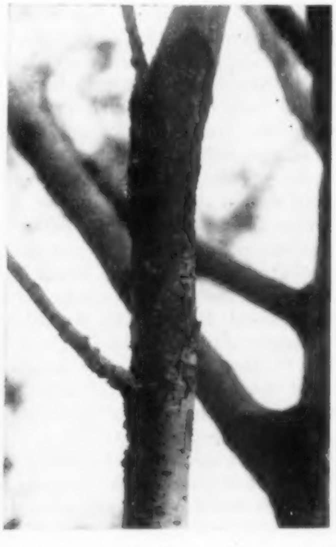


Fig. 3

Fig. 1. Section of elm trunk affected with wetwood, showing dark brown diseased areas in isolated sections of some wood rings and brown streaking in some of the current-season wood ring.

Fig. 2. Verticillium wilt may cause foliage wilt on only a few or on all branches of an affected tree. However, affected trees may recover and not wilt again in succeeding years. This tree, which wilted in 1940, recovered from the disease and has not wilted again in the intervening 14 years.

Fig. 3. Fire blight cankers are usually conspicuous because of the rough, scaly, depressed appearance of the diseased bark and the formation of fissures or cracks between the living and diseased bark.

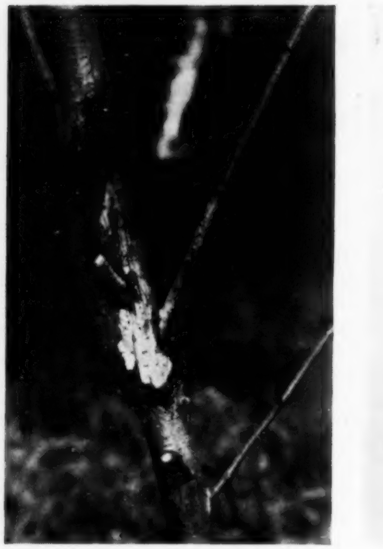


Fig. 4

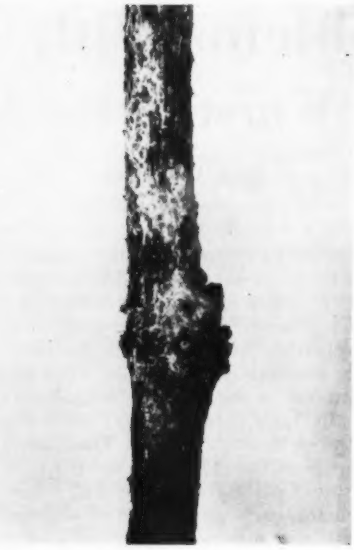


Fig. 5

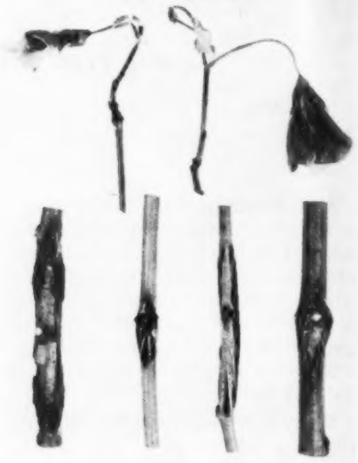


Fig. 6

Fig. 4. The elongate, depressed cytospora cankers may girdle and kill affected stems.

Fig. 5. The occurrence of cytospora canker on spruce is usually indicated by conspicuous deposits of resin on the bark. This resin frequently forms as a conspicuous white incrustation on the surface of the diseased bark.

Fig. 6. The anthracnose fungus spreads from leaves into twigs and branches and forms cankers on the branches around the bases of the diseased twigs.

have been removed, can usually be stopped by boring a hole, three-eighths to one-half inch in diameter, six to 14 inches directly below the fluxing region. Fluxing cracks in trunks and in branch crotches may or may not respond to the same treatment. In some cases, several holes may be bored before satisfactory drainage is obtained. The crack in the wood may not be directly behind the fluxing crack in the bark. It may be so located that a hole bored directly beneath the bark crack will miss the wood crack, and proper drainage will not result.

As a rule it is best to bore the hole to one side and about six to 14 inches below the fluxing crack. This hole should be directed toward the probable location of the crack in the wood or toward the center of the heartwood. Drain holes should have sufficient slant to allow the wetwood sap to flow out, and they should extend through the heartwood to within a few inches of the bark on the opposite side of the trunk.

A short piece of threaded pipe should be screwed into the drain hole to carry the dripping sap away from the trunk and buttress roots. Electric conduit pipe may be used in place of threaded pipe. The pipe should be inserted in the hole only far enough to be firm; it should not penetrate the water-soaked wood. If the pipe penetrates this wood, proper drainage will not result. Drain pipes should be examined occasionally and any accumulated slime found clogging the pipe should be removed.

Verticillium Wilt

Verticillium wilt is one of the most destructive fungus diseases of maple. It is not confined to maple, but is known also to affect black locust, catalpa, elm, flowering almond, Japanese barberry, Kentucky coffee tree, linden, privet, redbud, smoketree, sumac, tulip tree, viburnum and yellow wood.

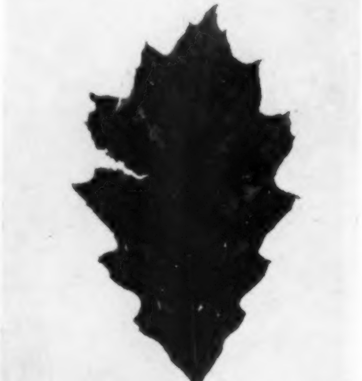


Fig. 7. Scorch is a nonparasitic disease which develops as browning or yellowing between the veins or along the margins or as complete browning and withering of leaves.

Foliage may wilt any time during the growing season. However, most affected trees wilt during late June, July or August. On some trees only one to a few branches may wilt while, on others whole sections may wilt. In severe cases all branches may wilt, and death of the tree follows. Some trees that show a limited amount of wilt may recover and not wilt in succeeding years.

In maple, wilting branches frequently show fine, green streaks in the younger sapwood, especially in the current-season wood. Since the fungus can live in the soil and invade the roots, the green streaks spread from the roots up through the trunk and into the branches. The basal portion of wilting branches should be examined for the green streaks since these streaks may not extend to the tips of affected branches. In other trees, verticillium produces brown to yellowish brown streaks in the sapwood of wilting branches.

To combat verticillium wilt, the arborist should feed affected trees to stimulate vigorous growth. All dead branches or dead wood on wilting branches should be removed. It is advisable, however, not to prune live branches or twigs on which the leaves have wilted. The wood of many branches that have wilting leaves may not die. A new crop of leaves may be produced on the living portion of affected branches three to

[Continued on page 60]

What Is a Landscape Nurseryman?

By Harold E. Hunziker

I am a landscape nurseryman, and perhaps my most important job is to promote my business. The landscape nurseryman promotes artistic landscape developments for the ordinary folk of his community. He offers package landscaping to his customers by combining, in some measure, talents formerly offered by three professions — the landscape architect, the nurseryman and the gardener. The term "landscape nurseryman" may mean one man having all the abilities of the three professions—and being a promoter, too—but it is more likely that there are specialists in each branch of this hybrid business, combining their efforts to give the garden-loving public the benefits of their special knowledge, and each one of these must also be promotion-minded or there would not be much of a business.

Now this may be a disagreeable thought—that, primarily, landscape nurserymen to be successful have to be promoters, and that those who do not promote fall by the wayside, but actually every venture needs promoting.

The other day, my minister talking with me, said, "I hate to say it, but even the church needs promoting." Think of the best sellers of Norman Vincent Peale, or the showmanship and promotion of Bishop Sheen. My wife has a whole shelf of books by these men—she is being promoted religiously.

Promote Good Taste

According to the dictionary, "to promote" means "to encourage, to dignify, to move forward." You may say that anything having to do with an art (as landscaping does) should not be exploited. But good taste is not instinctive—it must be acquired, it must be stimulated, it must be promoted. Often we have a lot of mind-changing to do for those who think "they know what they like," for what they are really saying is, "We like what we know." And if what they know isn't good taste, what they like will not be good taste. Eventually tastes change and we catch up with what formerly was beyond our understanding. The public still has so few good examples of really fine landscape work to see that it is easy to understand why its tastes are not better. To better the taste in landscape developments is a big challenge to the landscape nurseryman in his work with the multitude of small homeowners.

HAROLD E. HUNZIKER

Trained as would be a professional landscape architect and active as a partner in the nursery firm of M. J. Hunziker & Sons, Niles, Mich., Harold E. Hunziker gained an exceptionally broad view of the field in the 10 years that he fostered the National Landscape Nurserymen's Association as secretary-treasurer. His service of 16 years as secretary, vice-president and president of the Michigan Association of Nurserymen gave him ample acquaintance with other branches of the industry. So he is regarded as a foremost authority on the topic presented here, which he discussed before the landscape architecture and urban planning section of the Michigan Academy of Science, Arts and Letters, at Michigan State College.

Discussion of the effect of the nursery salesyard type of retailing on the landscape business has induced him to write a sequel article for the American Nurseryman, "The Landscape Nurseryman and the Garden Store," which will follow in the next issue.

One can stay within the bounds of good taste and guide even the small garden owner into "just what the lady wants." It is the obligation of the landscape nurseryman to give these small property owners, often "young moderns," sound advice and show them a scheme for development that is beyond what they could imagine. It should be a logical, down-to-earth proposition, aimed at getting as much enjoyment as possible from their plot of land. What is wrong with that kind of promotion?

"The small home has become the front line of horticultural development," states Dr. J. Franklin Styer, past president of the National Landscape Nurserymen's Association. "The large home is not being built and the large estate is not being planted. The small home not only must be well planted, but is actually the source of most that is new in landscape art. However much we may appreciate the abilities of the three older professions, none of them is able to cope with this condition. The landscape architect cannot give the small home a separate design; his fee would be too small. The plant salesman cannot function in the absence of the landscape architect. The skilled gardener is not called for, because the homeowner prefers to care for his own plants, inadequate as his training may be.

"These three services are provided by one person, the landscape nurseryman, at the right time, for the right length of time and at reasonable prices. The landscape nurseryman applies to a problem the art of plant arrangement and the skill of plant culture, both at the same time. This new combination of skills fits admirably into present-day American community life. The rise of this new and more versatile profession has been inevitable. Its usefulness has multiplied and its business volume has grown rapidly. It has recruited its leaders from the ranks of the older professions.

"The landscape nurseryman enjoys a very special place in the community. He meets most of the best people at their best moments. He maintains an establishment of which the community is instinctively proud. He does more than other people to infuse into the community an appreciation of good taste and beauty. He is welcome anywhere in his town."

Not Every Nurseryman a Designer

But I should like to say here, that just because the nurseryman of your town has always lived there does not mean that he is qualified to be a landscape nurseryman in the sense we are giving the term here. Until the recent development of the landscape nurseryman, the regular nurseryman, skilled in how to grow and sell plants, but without any professional training in design, tried as

[Continued on page 46]

Lyle to Speak in Europe

Dr. Eldon W. Lyle, plant pathologist for Texas Rose Research Foundation, Inc., Tyler, Tex., has been invited to speak at the 14th International Horticultural Congress, scheduled at The Hague, Holland, August 29 to September 6. As a representative of both Texas Rose Research Foundation, Inc., and the American Rose Society, Dr. Lyle will talk on "The Occurrence and Control of Mildew Rust and Black Spot of Roses in the United States." He will travel by plane to Europe and on the trip will study rose-growing practices in Holland, France and England.

Dr. Eldon W. Lyle

Other horticultural authorities from this country on the congress program are Drs. Philip Brierley and Neil Stuart, of the United States Department of Agriculture, Washington, D. C.; Dr. L. C. Chadwick, head of the department of horticulture, Ohio State University, Columbus, and Prof. William Snyder, recently appointed professor of ornamental horticulture at Rutgers University, New Brunswick, N. J.

Dr. Lyle's early training in the field of plant pathology was gained at the Oregon State College, and Cornell University, Ithaca, N. Y. While working on a fellowship from the New York Florists' Club at Cornell University, studying diseases of roses, he performed research resulting in the almost complete eradication of black spot of roses grown under glass. In 1937, Dr. Lyle became plant pathologist at the Tyler substation of the Texas agricultural experiment station, doing research on field-grown roses. His early findings resulted in the general adaptation of a sulphur-copper fungicide for the effective control of black spot and dieback of outdoor-grown roses.

In 1946, when Texas Rose Research Foundation, Inc., was formed, Dr. Lyle became its plant pathologist. His findings during the past nine years have been acclaimed as having untold value to the rose-growing industry. Dr. Lyle is technical adviser for the Tyler rose garden, the second largest municipal garden in the United States. Since 1947, he has been the official judge-tester of the Tyler All-America Rose Selections garden.

He has served for several years on the research committee of the American Rose Society and is scheduled to speak at the fall convention of the society at Tyler, October 24 to 26, on "What Europeans Are Doing for the Rose." George M. Fisher

NITSCH REPLACES SNYDER

Dr. Jean Paul Nitsch will join the staff of the department of floriculture and ornamental horticulture of Cornell University, Ithaca, N. Y., in September. He will fill the position formerly held by Dr. W. E. Snyder, who leaves for Rutgers University, New Brunswick, N. J., in September.

Dr. Jean Nitsch

Dr. Nitsch will continue his research in the field of flowering and fruit development with which he has become well identified. His training will give further stimulus to finding the answers to problems related to flowering.

In addition to research and helping graduate students in the department, Dr. Nitsch will teach the course in propagation and carry on some extension work with nurserymen and florists.

Dr. Nitsch was born in France and studied at universities at Strasbourg, Germany; Besancon, France, and Grenoble, Spain, and finally at the Institute Nationale Agronomique, in France. He received his Ph.D. in plant physiology at the California Institute of Technology under the direction of Dr. F. W. Went. During the past two years, Dr. Nitsch has been a national science research foundation fellow in biology at Harvard University, Cambridge, Mass.

LONG-RANGE SPRAY STUDY

Long-range effects of chemical sprays used on apple trees are under scrutiny by a team of scientists at the New York agricultural experiment station at Geneva.

"The immediate object of orchard spraying is to control insect pests and diseases, but certain chemicals or combinations of chemicals may have far-reaching effects on the growth of the tree or on a particular variety," explains Dr. E. H. Glass, station entomologist, in commenting on the study.

A team composed of entomologists, plant pathologists and pomologists has embarked on the investigation. A young orchard planted to McIntosh, Cortland, Rome, Spy and Jonathan will be observed annually over a period of years for the effects of different sprays on the development and yield of the tree as well as the control of pests.

"The project has been under way for only two years, and so results to date are not conclusive," says Dr. Glass. "But some trends are noticeable," he adds.

Combinations of lead arsenate and DDT and parathion and DDT were used with sulphur, ferbam, captan and glyodin fungicides. Trees of each variety were subjected to treatments with every possible combination of these pesticides.

"Among the effects noted to date," reports Dr. Glass, "are that parathion seems to depress yields slightly on McIntosh trees. The opposite effect, however, is observed on Romes. Rome trees sprayed with ferbam also gave about 25 per cent more fruit than Romes treated with sulphur, but there was no apparent difference on McIntosh where sulphur was used. Thus far no apparent effect on color, maturity and storage characteristics can be attributed to the materials used."

Tips for Better Landscapes

School Landscaping

By Clarence E. Lewis

Long Island Agricultural and Technical Institute, Farmingdale, N. Y.

Drawing a landscape plan for a school and its grounds is much more difficult than merely locating trees, shrubs and lawns. There are safety, maintenance and other considerations that are more serious on such jobs than when one is doing the home grounds of a local doctor, lawyer or engineer. It is usually not necessary to provide for the school the seclusion so desired by the family that lives on its terrace or rear lawn. The grade and high schools are attended primarily by those who have a single purpose in mind when there, namely, to be present because that is part of their way of life.

There were good reasons for Greek, Gothic, early colonial and other architectures, and each in its day was as modern as ours is today. The traditional types of architecture are more prevalent among colleges and universities, but the present-day elementary school is resplendent with structural steel, reinforced concrete, areas of glass, forced ventilation and even air conditioning. Where taxpayers are footing the bill, every dollar today has a job to do, and the majority of the public expects that dollar to produce the best results for the most good. Many of the present public grade schools are of one story or two stories at the most. Sharp lines and large glassed areas take advantage of usable space and aid in providing the most ideal conditions under which the present-day boy and girl learn more than the three R's.

The landscape planner must accept what the architect and building contractor leave for him, and he must then make the best of it. It is not bad, though.

Population is not stationary, and if one were to journey over some parts of Long Island he would soon wonder where there will be room even to build schools. Planting must be done so it can be easily adjusted to expansion programs of supposedly permanent buildings. Some school buildings are too small before they are opened on their first day.

Wings of some schools extend in many directions from a central axis, which makes planting not only difficult, but sometimes impossible.

The rear of the building, once that part that had no particular place in landscape planning, is now an important consideration. The buses unload there; 90 per cent of the car parking by students is done there.

The success of any planting program is dependent upon the adequate maintenance that follows the planting operation. If maintenance is not an organized part of the school program and performed by someone who has had considerable gardening experience, then such facts have a strong bearing on the type of plants used and lawn areas prepared. It is well and good to prepare an elaborate landscape plan, but if the school grounds become a wilderness of neglect, then the result is no recommendation for the landscape planner, the nurseryman or the school and community. The amount and kind of maintenance that will be available should be synchronized with the selection and arrangement of shrubs, trees, ground covers and grasses. It might be well for those who plan the landscaping of schools to design the plantings so that there is a minimum of maintenance but a maximum effect. This achievement is not easy, but is certainly not only worthy of consideration, but a must in some areas. The job is more than just a planting operation.

Know the Community

The person doing the design should be well acquainted with the community in which the school is a part. He then knows how horticulturally minded the citizens are. A tour through the village or city soon shows whether the majority of people have well-landscaped and maintained homes, about half do that well or only a few scattered properties can be so described. This is often an indication of how interested the taxpayers and students will be in the landscaping of their local schools. If they are interested,

WELDON E. HOWITT
HIGH SCHOOL

Illustration A—This is a simple entrance of a present-day high school. The planting is in keeping, in line and scale.

Illustration B—Architecture and plantings are more traditional on college campuses, as shown here.

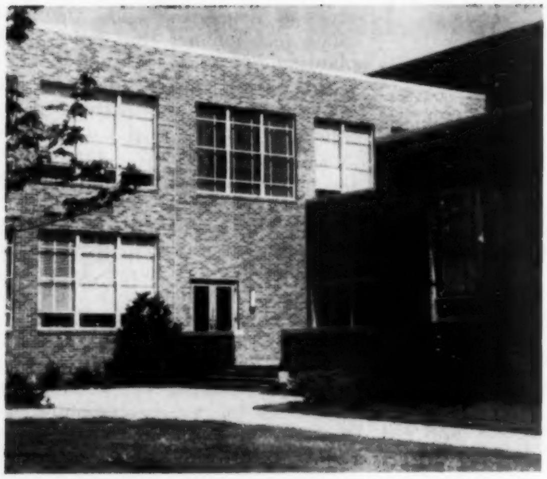


Illustration C—Spacious walk areas at a school entrance are necessary and practical. This planting encourages the same reaction—freedom.

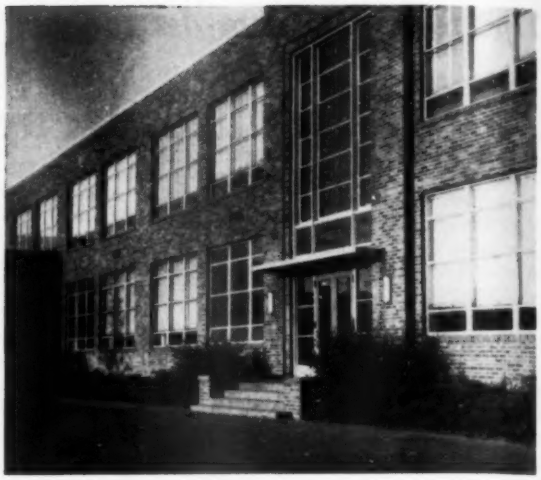


Illustration D—The rear entrance of the school of today receives, in many cases, over 80 per cent of the traffic. Its plantings should be congenial to the students.

then they will approve a budget that will provide more than just adequate maintenance.

The person doing the landscape plan should work with more than the building architects. He should meet not only with the superintendent, who knows many of the pitfalls, but also the man who is going to be responsible for the upkeep of the school grounds. The equipment that is and will be available is also a consideration.

The operation of pruning may be a factor that determines the choice of plants. Those plants that require a special and yearly type of pruning should be avoided where maintenance personnel is a problem. There are few plants that do not need some attention with pruning shears or a sharp knife, but there are others that need consistent attention, as well as a trained hand.

Watering

The key to the success of many lawns is enough water at the right time. The need can best be met by installing an underground irrigation system before any landscape work is done. Such work is expensive, but does not cost so much as many people imagine. If they would but add up the cost of hose, hose reels, yearly hose replacement, sprinklers and all the labor needed to switch hoses and sprinklers, they would realize how the cost of an underground irrigation system can be justified over a period of years. It is well worth fighting for, particularly where grass is a problem during drought periods. The system should be of the type that can be operated by sections, so that the complete system does not have to be functioning at one time. Exact maps should be made, showing locations of pipes, in case any digging has to be done or the expansion of a building takes place.

There is a training program that can be provided in the school systems. In talking with our local superintendent of schools, I found that this was done before students were brought into a new, well-landscaped high school. A sense of pride prevailed, to the extent that policing was not necessary. The students knew that the landscaping of their school looked good, but they did not know why. Maybe this is another approach—to acquaint them with the why.

There are some landscape treatments that require more maintenance than others. Lawns can be problems if they are of odd shapes or small ribbonlike areas. They may not only be difficult to mow, but are hard to keep fresh and green because they dry out more rapidly than larger expanses. Narrow grass areas are even more difficult to maintain when they are flanked by such heat-radiating surfaces as concrete and brick.

Planting Materials

Plants that require special care should be avoided for most school grounds. Euonymus, with its allergy to scale, is a prime example.

Hedges that require constant trimming should be avoided for many schools. There are some districts that have the personnel to provide the periodic shearing, but that is not the general rule.

Annuals and perennials are not recommended. I observed one school with such a bed of flowers. This had been part of a school project, but seemed to have been forgotten and soon looked like it had not been touched for weeks. Again, there are small schools where flower beds are well maintained and look as though they were enjoying school life.

The solution for many school planting problems is trees—small, medium and large—ground covers and lawns. It may be advisable to eliminate shrubs almost entirely.

Entrances are simple, without the traditional columns and many extra dollars going into a porch or ornate doorway. Illustration A shows a present-day school that is simple, broad and inexpensive, but offers a ready welcome. The sharp lines are accentuated in the shrubs, where yews and red cedars have a flat top to go along with the building lines. It is usually not wise to square every plant in the picture, and in this case a lilac is added to take the edge off too many flat tops.

The plants in illustration A may look too tall for the entrance, but they are not, because of the breadth of the entrance, the scale of the area and the fact that there is a long central axis leading to it from the street. This one-story entrance to primarily a 2-story building housing the offices of the superintendent of schools, principal, etc., is used by visiting dignitaries, as well as residents and students of the local community.

Entrance Areas

Illustration B presents an entirely different picture with its columns, boxwood and lilacs. The building is on a small college campus that holds to tradition and is an interesting

[Continued on page 22.]

Retail Nursery Problems

Training Salesmen in Modern Methods

By Kenneth J. Altorfer

Reflecting the policy of the McKay Nursery Co., Madison, Wis., one of the largest and most successful retail nurseries in the country, growing the stock it sells chiefly by salesmen, Kenneth J. Altorfer writes of this article, based on his talk at the annual meeting of the Wisconsin Nurserymen's Associations: "It was written with the retail nurseryman in mind, and more particularly the retail man who does most of his business at the customer's home. I believe that the personal contact between the nurseryman and the customer must be maintained, but it is here that our methods are lagging. This article only scratches the surface of this very involved subject, but I hope it will be followed by other articles from other sources."

This article will deal with sales problems on the retail level more than it will on nursery management; however, there are a few problems in management that influence our sales efforts. Our policy has always been that our sales efforts must parallel our production.

These are do-it-yourself times. This is the time of the super-supermarket where products of all types are under the customers' noses begging to be picked up. This is the time of innumerable new products in fields that tempt the public's curiosity. Everywhere we look we see new methods of merchandising and more emphasis on good salesmanship.

Are the nurserymen keeping pace with other industries? Are our products such that we can keep pace? Do we want to go along with the supermarket way of doing things? Can we make new products overnight?

We do not find a big demand for new varieties. The public is not tired of the old ones. Most of the people do not know one tenth of the old, proved varieties. Producing too many varieties is an added overhead, ties up small pieces of land, does not given a constant plant list and adds to customer confusion.

New Trends

There is a trend in all types of selling to put the product in the most portable attractive package possible. The supermarket puts great quantities of products in front of the public for unlimited selection, and the buyers can take their time without tying up a clerk. This type of retail selling is reflected in the nursery business by canned nursery stock, and, while this system follows the trend and keeps the nursery business up to date, it represents only a small part of retail selling. To the retail nurseryman who calls at the customer's residence and who gives service with his orders, canned stock will not add materially to the annual volume.

We have discussed new products. What about the old ones? We all try to produce as good a product as possible. We try to sell these products to the public for profit. It is as simple as that. We all know the limitations that plant material dictates, the fact that it is a live product that is perishable and the fact that it changes its shape and size while in the ground. If it is too small, we cannot sell it. If it is too big, we cannot sell it. We should have an inventory of different sizes of our varieties; yet we cannot sell all the smaller sizes and we have to sell all our large sizes before they become overgrown. So far, there is not anything that can change this method, this problem.

New products are not the answer; canned stock is not. We are stuck with our old products and we are not going to change them in the near future. It takes years to prove and produce a new variety, and for us in the north many of the newer varieties do not prove hardy. We can improve and change our production and management to some degree, but the answer will have to be our selling methods.

Good Salesman Essential

There is nothing that will compete with a good salesman at the customer's home. A good salesman can sell inferior stock at a higher price and a poor landscape sketch to boot. The customer will be happy until he either has a jungle or nothing at all for his money. As long as the salesman is a long way off, everything is all right. While this type of selling might produce good volume and profit, a sound local business cannot be maintained. The ethics of the nursery business are reflected in our salesmen.

We want good salesmen. We want to sell each customer as much as we can as long as it is not more than he needs or can pay for. We want to sell that customer's neighbors and friends. We want to stay in business year after year in the same area. And we need repeat business over the years to insure a constantly good volume.

We all appreciate and use the newspapers, radio, etc., with good results. It is hard to figure how much direct business our advertising brings in, but we know what a salesman costs us and what he brings in. Your own advertisement may prompt a customer to buy, but that does not mean that you will get his business. He may get waylaid on the way over to your place. A good salesman is not likely to lose a customer when the customer is interested.

Salesmen's Needs

Our biggest selling problem is getting good salesmen—men who will work hard and men who will use their heads. The nursery business is not interested in the salesman who sells without regard for the customer. We need men who are plantsmen, landscape designers and salesmen all wrapped up into one.

There are among designers some who cannot sell their product and who have no appreciation of design. There are designers who are artists but lack the basic knowledge of plants. And there are salesmen who do not know a spiraea from a lilac. There is no schooling that covers all three. Our universities turn out landscape architects or horticulturists who are well qualified in their fields; however, these are technical professions, and as professional men they have little thought of selling either the product or the idea. Where do we find our salesmen, our key men? We do not find them—we have to make them.

If the nursery business is to keep up with the parade, our selling methods must improve to meet the present-day demands. Since this is the only practical field in which we can show marked improvement, its importance is multiplied greatly.

[Continued on page 33]

PRICES AND PROFITS

Comments on Business Management in the Nursery

By John J. Pinney

MINIMUM WAGE CHANGE

It is likely that within a few months, as a result of changes in the federal wage and hour law, a minimum wage of $1 per hour will be in effect. This minimum will apply to all who are employed in interstate commerce. Agriculture is specifically exempted from the law. The nursery business, enjoying an agricultural status, is also exempt. But that statement needs qualification.

The federal government recognizes the nursery business as an agricultural enterprise. Even though a nursery may be engaged in interstate commerçe, selling its products across state lines, it is still agricultural.

But if the nurseryman buys some of the stock that he sells and ships it across state lines, he immediately become an industrialist subject to the federal wage and hour law. He must pay all employees who handle any of the purchased stock the minimum wage established by law. He cannot require more than 40 hours' work per week of an employee, or if he does, he must pay time and a half for overtime.

Exemption Period

The law grants to the nursery business, because of its highly seasonal nature, an exemption period of 14 weeks, during which the provisions of the law do not operate. The employer can choose any 14-week period that he wishes, and he can take part of it at one time and part at another to conform to his own needs. He might want to take a few weeks during the fall shipping season and the rest during the spring. Usually the 14-week period is not enough to take care of the shipping season.

Only those who actually handle the purchased stock are subject to the provisions of the law. Other men, doing exactly the same kind of work, but handling only home-grown stock, are exempt from the provisions of the law. Legally they can be worked longer hours and be paid lower wages.

Let us suppose one has an interstate nursery business and on a Monday morning during the shipping season one employee is engaged for a short time in unpacking a shipment of nursery stock that has been bought. That employee must be classified as an industrial worker the rest of the week, even though he works in the field. He can be required to work only 40 hours and must be paid the minimum wage.

Provisions Not Clear-Cut

The provisions of the law are not clear-cut, and the official interpretations of it are not much better. A nurseryman cannot obtain a hard and fast ruling to apply to his own case, yet the responsibility for compliance with the law is his.

In actual practice it usually works out like this: Certain employees are at work in the storage house, handling both home-grown stock and stock shipped in. Because they are handling some purchased stock they work only 40 hours and are paid the minimum wage. Other employees in the same nursery are digging trees and shrubs and hauling them to the storage house. They are strictly agriculturists, and as such the employer can require them to work 60 hours a week and pay them less than the federal minimum wage if he can hire men to work under such conditions. There is the rub. Being only human, the agriculturists cannot see why they should not be paid as much as the industrialist, since their work is essentially the same.

Sometimes the shoe is on the other foot. Because the inside workers are entitled to time and a half for overtime, they usually do not work more than 40 hours per week. But the outdoor workers, putting in much longer hours, may actually get paid more per week than the indoor workers. Then the indoor workers are unhappy.

Rate Rise Seen

The end result usually is that the whole working force is put on a 40-hour week and is paid the minimum wage. That brings me to the point that I intended to make when I started out. If the minimum wage goes to $1 per hour, that is the wage most nurserymen will have to pay if they are in interstate commerce.

Compared to wages in industry, $1 per hour is not high, but at the present time the country over the average wage for day laborers in nurseries is less than that. I know of a few nurseries where the wage for day laborers is more than $1 per hour. On the other hand, I know of many nurseries where the wages are a great deal less than $1.

Since the early 1930's, there has been an increase of 300 per cent in the wages paid to nursery workers. Labor still constitutes the major part of the cost of producing nursery stock. No one has come up with a way of effecting savings that will offset wage increases.

I do not doubt that the minimum wage of $1 per hour will work a hardship on some nurserymen. I have heard it said that nursery workers should be paid what they are worth, that some are worth more to the employer than others. That is a perfectly true statement, applicable not only to the nursery business, but to any other business.

Effect of Product Quality

Nurseryman A grows Pfitzer junipers and sells them for $8 each. Nurseryman B also grows Pfitzer junipers and sells the same size and quality for $6. Nurseryman A pays his employees $1 per hour; nurseryman B pays his only 75 cents per hour, because his product is worth only three-fourths that of nurseryman A. The implication of such a statement is obvious.

Those who protest the loudest that prices of nursery stock cannot be raised are the ones who have never tried to do it. The nurseryman has a product with a wide appeal, and interest in it is at an all-time high. The public is willing to pay a good price for quality nursery stock. Plenty of successful nurserymen are demonstrating this every day.

MRS. ANNABELLE GRIMES, sales manager, Waynesboro Nurseries, Inc., was recently elected vice-president for the southeastern area of the Dale Carnegie Clubs International, at their international convention held at the Palmer House, Chicago, July 1 to 4. Mrs. Grimes expects also to retain her position with Waynesboro Nurseries.

FIRE in a garage structure threatened damage to the main buildings and greenhouses of the Henry Field Seed & Nursery Co., Shenandoah, Ia., recently, but was extinguished before the flames could spread, with only slight damage to two tractors and a truck in the garage.

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EVERGREENS

BROAD-LEAVED EVERGREENS

Abelia Grandiflora
Buxus Harlandi
Buxus Sempervirens
Cotoneaster Francheti
Cotoneaster Horizontalis
Elaeagnus Fruitlandi
Elaeagnus Simoni
Euonymus Coloratus
Euonymus Fortunei Erectus (small leaf)
Euonymus Patens
Gardenia Fortunei
Ilex Cornuta Burfordi
Ilex Cornuta Femina
Ilex Crenata Convexa
Ilex Crenata Rotundifolia
Ilex Opaca East Palatka (heavily sheared)
Ilex Vomitoria (well sheared)
Pride of Houston
Jasminum Floridum
Laurel Cherry (well sheared)
Ligustrum Lucidum (Black Wax)
Ligustrum Lucidum (Griffing type)
Ligustrum Lucidum Nanum
Loropetalum Texanum
Magnolia Glauca
Magnolia Grandiflora
Magnolia Soulangeana
Magnolia Soulangeana Nigra
Nandina Domestica
Photinia Serrulata

CONIFERS

Arborvitae, Or. Baker
Arborvitae, Or. Berckmanns (Aurea Nana)
Arborvitae, Or. Blue Cone (very compact)
Arborvitae, Or. Bonita
Arborvitae, Or. Bonita Golden
Arborvitae, Or. Excelsa
Arborvitae, Or. Fruitland (Green Berckmanns)

CONIFERS, cont.

Arborvitae, Or. Newark
Arborvitae, Occ. Globosa
Arborvitae, Occ. Nigra (Dark Green)
Arborvitae, Occ. Pyramidalis
Cedrus Deodara
Juniper, Andorra
Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Glauca Hetzi
Juniperus Glauca Hetzi (staked and sheared)
Juniperus Hibernica (Irish)
Juniperus Pfitzeriana
Juniperus Pfitzeriana Aurea
Juniperus Pfitzeriana Compacta
Juniperus Sabina
Juniperus Sabina Vonehron
Juniperus Sabina Vonehron (staked and sheared)
Juniperus Scopulorum
Juniperus Sylvestris (Chinensis Femina)
Juniperus Virginiana Burki
Juniperus Virginiana Canaerti
Juniperus Virginiana Dundee
Juniperus Virginiana Glauca
Pinus Mughus
Pinus Nigra (Austrian Pine)
Pinus Sylvestris (Scotch Pine)

CANNED STOCK

Abelia Grandiflora
Gardenia Fortunei
Gardenia Mystery
Ilex Burfordi
Ilex Convexa
Ilex Helleri
Ilex Rotundifolia
Magnolia Grandiflora
Pyracantha Formosana (light)
Pyracantha Lalandi (light)
Crape Myrtle

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COMING EVENTS

MEETING CALENDAR

August 14 to 16, Southern Nurserymen's Association, annual convention, George Vanderbilt hotel, Asheville, N. C.

August 17, Maryland Nurserymen's Association, summer meeting and outing, Towson Nurseries, Inc., Kenilworth Division, Ashland, Md.

August 17, Pennsylvania Nurserymen's Association, summer meeting, Pennsylvania State University, University Park, Pa.

August 17, summer meeting, New England Nurserymen's Association, Gardner's Nurseries, Rocky Hill, Conn.

August 17 to 19, summer meeting, Ohio Nurserymen's Association, Van Cleve hotel, Dayton, O.

August 20 to 24, Texas Association of Nurserymen, Tyler, Tex.

August 22 to 24, Washington State Nurserymen's Association, Gaffney's Lake Wilderness lodge, near Renton, Wash.

August 24 to 26, first annual nurserymen's and growers' short course, University of Florida, Gainsville, Fla.

August 26, Iowa Nurserymen's Association, summer meeting, Shenandoah, Ia.

August 29 to 31, Northern Nut Growers' Association, 46th annual meeting, Michigan State College, East Lansing, Mich.

September 1 and 2, Kansas Association of Nurserymen, annual convention, Wareham hotel, Manhattan, Kan.

September 7 to 9, Oregon Association of Nurserymen, Gearhart hotel, Gearhart.

September 13 to 15, California Association of Nurserymen, Yosemite National Park, Calif.

September 16 and 17, Louisiana State Nurserymen's Association, convention, Blackham Coliseum, Lafayette, La.

October 21 to 23, Texas Rose Festival, Tyler, Tex.

October 24 to 26, annual convention and national flower show, American Rose Society, Tyler, Tex.

November 20 to 21, New Jersey Federation of Shade Tree Commissions, in conjunction with the Arborist Association of New Jersey and the New Jersey Society of Certified Tree Experts, 30th annual meeting, Hotel Traymore, Atlantic City, N. J.

OHIO PROGRAM AT DAYTON

For the summer meeting of the Ohio Nurserymen's Association at Dayton, August 17 to 19, the host group, the Miami valley nurserymen, has planned a program which assures a good time for all visitors. James Siebenthaler, vice-president of the state association, was in charge of the plans and extends an invitation from the Miami valley nurserymen to visit them either going to or leaving the summer meeting.

Registration will begin at the Van Cleve hotel, Dayton, starting at 10:30 a. m. Wednesday, August 17.

A LITTLE POEM

There are six honest serving men
who taught us all they knew
Their names are What, Why and When
and How, Where and Who.
They can also help to serve you;
let me introduce you, then!

Mr. WHAT
taught us about good plants. He stands for **Quality.**

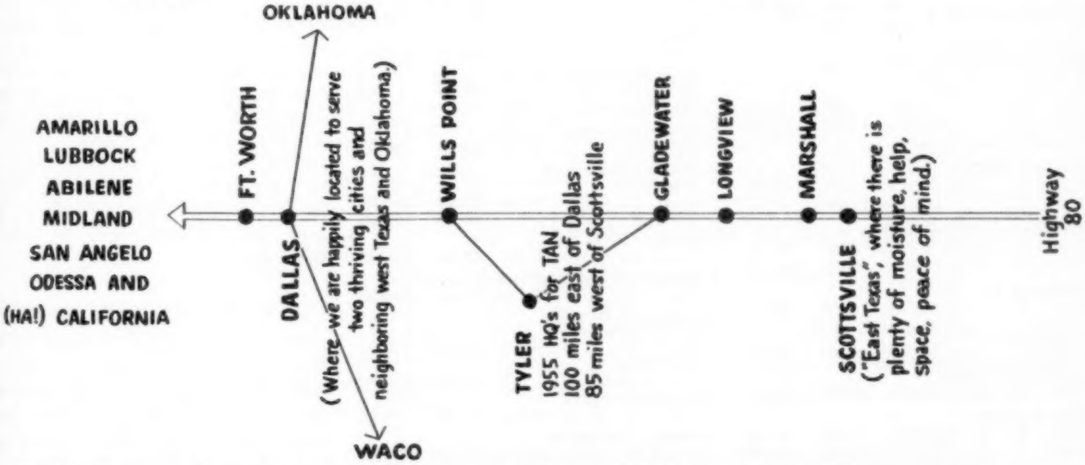
Mr. WHY
taught us to grow the best **Because** there is more profit that way for our customers and ourselves. He stands for **Profits.**

Mr. WHEN
taught us to have top-grade stock at all times and deliver promptly, also to maintain a full stock at all times — summer and winter. He taught us it **Pays.**

Mr. HOW
taught us to shear often, fertilize plenty, make bushy plants, grade generously and give long counts. He stands for **Small Troubles.**

Mr. WHERE
taught us to grow where conditions are most suitable and put it where the customers need it and can get it. He stands for **Convenience.**

Mr. WHO
taught us our customers are our friends. They are the real **WHO** in our business.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("East Texas", where there is plenty of moisture, help, space, peace of mind.)
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Comparison of MUSSER seedling (at right of picture) with an ordinary seedling.

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SEEDLINGS AND TRANSPLANTS AT LOW QUANTITY PRICE

	Per 100	Per 1000
• **SPECIAL STRAIN SCOTCH PINE** Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.		
2-yr., S., 4 to 8 ins.	$ 7.00	$35.00
• **MUGHO PINE**		
4-yr., S., 6 to 10 ins.	9.00	45.00
5-yr., T., 5 to 9 ins.	20.00	100.00
• **BLACK HILLS SPRUCE**		
3-yr., S., 4 to 8 ins.	9.00	45.00
5-yr., T., 5 to 10 ins.	20.00	100.00
• **SERBIAN SPRUCE**		
3-yr., S., 3 to 9 ins.	9.00	45.00
3-yr., T., 4 to 8 ins.	15.00	75.00
• **NORWAY SPRUCE** Fast-growing. Special strain seed of our own collection.		
2-yr., S., 5 to 8 ins.	7.00	35.00
5-yr., T., 8 to 12 ins.	25.00	125.00
Excellent understock.		
• **WHITE SPRUCE**		
3-yr., S., 6 to 10 ins.	9.00	45.00
3-yr., T., 5 to 10 ins.	12.00	60.00
• **COLORADO BLUE SPRUCE**		
3-yr., S., 5 to 8 ins.	12.00	60.00
4-yr., T., 6 to 10 ins.	25.00	125.00
• **DOUGLAS FIR**		
3-yr., S., 6 to 12 ins.	10.00	50.00
• **AMERICAN ARBORVITAE**		
3-yr., S., 6 to 12 ins.	8.00	40.00
• **CANADIAN HEMLOCK**		
3-yr., S., 6 to 12 ins.	16.00	80.00
• **RED BARBERRY**		
3-yr., S., 6 to 15 ins.	11.00	55.00
4-yr., S., 12 to 24 ins.	15.00	75.00

	Per 100	Per 1000
• **JUNIPERUS VIRGINIANA**		
3-yr., S., 7 to 15 ins.	$ 7.00	$35.00
4-yr., T., 6 to 12 ins.	11.00	55.00
• **JAPANESE YEW**		
Taxus cuspidata capitata		
2-yr., S., 4 to 8 ins.	25.00	125.00
3-yr., S., 6 to 12 ins.	40.00	200.00
Taxus cuspidata		
1-yr., T., 5 to 6 ins.	20.00	150.00
2-yr., T., 8 to 12 ins.	30.00	250.00
Taxus hicksi		
1-yr., T., 5 to 7 ins.	20.00	150.00
2-yr., T., 8 to 12 ins.	30.00	250.00
Taxus Moon's columnaris		
1-yr., T.	25.00	200.00
Taxus browni		
1-yr., T.	20.00	175.00
2-yr., T.	30.00	250.00
Taxus hunnewelliana		
2-yr., T., 8 to 12 ins.	30.00	250.00
Taxus hatfieldi and hicksi		
T.T., 15 to 20 ins.	150.00	....
Field-grown. Sheared.		
• **JUNIPERUS HETZI GLAUCA**		
1-yr., T., 6 to 8 ins.	25.00	200.00
• **GLOBE ARBORVITAE**		
Woodwardi		
1-yr., T., 4 to 6 ins.	30.00	200.00
4-yr., T.	40.00	350.00
Hovey's		
1-yr., T., 4 to 6 ins.	30.00	200.00
• **PYRAMIDAL ARBORVITAE—Compacta**		
1-yr., T., 4 to 6 ins.	25.00	200.00
• **JAPANESE HOLLY**		
Ilex Rotundifolia		
1-yr., T., 5 to 8 ins.	20.00	150.00
Ilex Convexa		
5 to 8 ins.	20.00	150.00
• **NORWAY MAPLE**		
2-yr., S., 10 to 15 ins.	14.00	70.00
• **WHITE DOGWOOD**		
2-yr., S., 12 to 20 ins.	15.00	75.00

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The fee for adults will be $15 per person; young people, 8 to 15 years, will be charged $7.50 each. Children under 8 and nurserymen over 90 will attend free. The registration fee includes dinner and dancing Wednesday evening; lunch, dinner, dancing and movies Thursday, and lunch Friday.

Tom and Howard Kyle have arranged for a special tour of the Springhill Nurseries Wednesday. A bus provided by the Kyles will leave the Van Cleve hotel for the nurseries at 1:30 p. m. and will return after the tour. There will be refreshments and a social gathering on the mezzanine of the hotel before dinner in the evening, at 7 o'clock, followed by dancing to Carl Taylor's orchestra, courtesy of the Miami valley nurserymen.

Air Base Tour

Thursday, promptly at 9 a. m., buses will leave the hotel for a tour of Wright-Patterson air base, headquarters of the air materiel command. Space on a bus for this trip should be reserved at the time of registration.

Buses will return from the air base in time for visitors to refresh themselves and go to the Siebenthalers' Moraine Nursery (by their own cars) for a picnic lunch at 12:30 p. m. Besides refreshments and games, the Siebenthalers have arranged a tour of the nursery on a tractor-drawn wagon. Return to the hotel can be made at individual convenience in order to get ready for the dinner and dance in the evening. These affairs will be held at the Siebenthalers' garden center, a chicken dinner being served at 6:30 o'clock. Afterward there will be free movies for the children and others and dancing on the patio.

Friday morning will be spent at the Miami Valley Golf Club, where the fees will be paid for golf, swimming, etc. Lunch will be served there also.

MARYLAND OUTING

The summer picnic outing of the Maryland Nurserymen's Association will be held at the Kenilworth division of Towson Nurseries, Inc., near Cockeysville, Md. There will be a charge of $2 for the dinner for adults and 50 cents for children. Invitation to the outing has been extended to nurserymen outside the state.

A day at the nurseries is certain to be enjoyed. There are about 500 acres in the site, which has many beautiful views, as the setting is one of the loveliest in Baltimore county.

From North to South ...and East to West

NURSERYMEN *Acclaim* P&D ROSES

"Now that the pressure is off our spring rush, it is a pleasure to report on our experience with your roses. We potted practically all of them and the results were almost perfect. We were very pleased and want you to know it."
ADAMS NURSERY
Westfield, Mass.

"We sincerely believe that the roses that we have obtained from your splendid organization averaged the best in quality from any source that we have ever purchased roses from. They have made many friends for us among our garden customers."
H. G. HASTINGS CO.
Atlanta, Ga.

"Just want to let you know how nice your roses were this year. They sure do look fine. Thank you so much for the new ones."
HALL'S NURSERY
St. Clair Shores, Mich.

"We have had excellent results again with your roses this year. The stock was especially nice and we did a very good business with all that we potted."
TAYLOR NURSERIES
Seattle, Wash.

"IT'S THE ROOT THAT MAKES THE DIFFERENCE"

All P&D Roses are budded on a Super Strain Multiflora Root. This new basic improvement in roses is exclusively ours after 20 years of development. It means bigger, better, hardier roses...less loss in handling...more customer satisfaction.

Most All-American Winners and popular roses are included in our new listing of 230 varieties. Send for it.

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① **EACH BUSH individually top tied.**

② **EACH BUSH individually labeled.**

Now booking orders for early pool car shipments to eastern and southern points.

OREGON'S BEST SOURCE OF GOOD ROSES "the finest anywhere"

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HOLLAND BULBS

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MAIL YOUR ORDER EARLY

TULIPS

Darwin Tulips

(In bags of 100)

Top size—13 cm. and up	Per 1000
Afterglow—Orange-salmon edge, 26 ins.	$42.00
Allbright—Bright red, 24 ins.	40.00
Bartigon—Crimson-red, 24 ins.	38.00
Charles Needham—Extra scarlet, 28 ins.	55.00
Clara Butt—Appleblossom-pink, 26 ins.	38.00
Cordell Hull—Red with white stripes	50.00
Farncombe Sanders—Rose-scarlet, 28 ins.	38.00
Greuze—Violet-blue, 26 ins.	40.00
Pride of Haarlem—Large red, 28 ins.	38.00
Princess Elizabeth—Rose-pink, 26 ins.	40.00
Prunus—Salmon-pink, 24 ins.	38.00
Queen of Night—Black, 28 ins.	38.00
Red Pitt—Scarlet, good forcer, 26 ins.	42.00
Rose Copland—Orchid, 24 ins.	38.00
Victoire d'Oliviera—Deep red, 28 ins.	40.00
Wm. Pitt—Red, 24 ins.	38.00
Yellow Giant—Deep yellow, 30 ins.	40.00
Zwanenburg—Pure white, 26 ins.	40.00
Rainbow Mixture—All colors	36.00

Cottage Tulips

Albino—Pure white, 22 ins.	42.00
Carrara—Purest white, 24 ins.	40.00
Dido—Orange-red with orange edge, 28 ins.	40.00
Golden Harvest—Pure, large yellow	38.00
Marjorie Bowen—Soft salmon-rose, 28 ins.	40.00
Mothers Day—Pale yellow, 28 ins.	38.00
Princess Margaret Rose—Yellow, red edge	38.00
Rainbow—Fine Mixture	36.00

Peony-flowering Tulips

Coxa—Orange-red, yellow margin, 24 ins.	75.00
Eros—Old rose, very double, 28 ins.	80.00
Mt. Tacoma—Pure white, 26 ins.	50.00
Nizza—Yellow striped, feathered red, 26 ins.	50.00
Uncle Tom—Dark glittering red, 28 ins.	95.00

Single Tulips

(In bags of 100)

Top Size	Per 1000
Couleur Cardinal—Dark red	$45.00
Keizerskroon—Red with yellow border	60.00

Double Tulips

Electra—Wine-red	46.00
Mr. van der Hoef—Yellow	46.00
Orange Nassau—Orange	46.00
Peachblossom—Deep pink	46.00

Parrot Tulips

Top Size 13 cm. and up	
Black Parrot—Black, 26 ins.	70.00
Blue Parrot—Heliotrope	50.00
Fantasy—Clear pink with green stripes	40.00
Orange Favorite—Deep fragrant	38.00
Red Champion—Immense, fiery-red	60.00
Sunshine—Golden-yellow	60.00
Therese—Cherry-red (strong)	50.00

Triumph Tulips

Top size 13 cm. and up	
Bandoeng—Mahogany-red, yellow edge	40.00
Crater—Deep crimson-red	42.00
Crown Imperial—Crimson-red with yellow border	42.00
Edith Eddy—Red with white border	42.00
Elmus—Scarlet, creamy-white edge	45.00
Kansas—Pure white	40.00
Mr. Kerbert—Appleblossom, 26 ins.	50.00
Red Giant—(the best red)	65.00
Rhineland—Orange-yellow	38.00
Ursa Minor—Golden-yellow	50.00

Botanical Tulips

Eichleri—Crimson-scarlet	38.00
Red Emperor—Extra-large, scarlet	65.00

HYACINTHS

(Packed 50 in a bag)

Bismarck, porcelain-blue
King of the Blues, deep blue
La Victoire, fine red
L'Innocence, pure white
Marconi, deep pink
Ostara, medium blue
Queen of the Blues, light blue
Queen of the Pinks, large pink
Yellow Hammer, golden-yellow

	Per 100
Top size 18 to 19 cm.	$12.50
Extra bedding size 15 to 16 cm.	8.00

MUSCARI

	Per 1000
(Grape Hyacinths) Top size	$16.00
Album—White	25.00

DAFFODILS

Heavy Mother Bulbs	Per 1000
Carlton—Large open cup	$ 75.00
Geranium poetaz—6 to 8 flowers	70.00
Golden Harvest—Very large yellow	100.00
Imperator—Large, pure white	105.00
King Alfred—Best yellow, frilled	80.00
Mount Hood—Large white	125.00
Rembrandt—Large yellow—Imp. K.A.	85.00
Scarlet Elegance—Yellow, cup deep orange	65.00
Texas—Double orange	90.00
Thalia—Pure white, 4 to 5 blooms	100.00
Mixture for Naturalizing—D. N. and Round	45.00

CROCUS

	9 to 10 cm.	8 to 9 cm.
Purpureus Grandiflorus—Large purple	$22.00	$18.00
Mont Blanc—Pure white	34.00	22.00
King of the Striped—White lilac	28.00	22.00
Mammoth Yellow—Golden-yellow	38.00	30.00
Mixture—All colors	26.00	22.00

Snowdrops, nivalis	25.00
Scilla Campanulata—in 3 colors, blue, white, pink	20.00
Chionodoxa Luciliae	16.00

DUTCH IRIS

	10 to 11 cm.	9 to 10 cm.	8 to 9 cm.
Wedgwood—Light blue	$40.00	$28.00	$18.00
	8 to 9 cm.	7 to 8 cm.	6 to 7 cm.
Golden Harvest—Yellow	$28.00	$18.00	$10.00
H. C. Van Vliet—Blue	28.00	18.00	10.00
Imperator—Deep blue	25.00	16.00	10.00
White Excelsior—White	28.00	20.00	12.00

Terms of Sale—Prices quoted F.O.B. New York or Ridgewood, N. J., including freights, duties, packing, listing and insurance.

100 at 1000 rate.

ASK FOR OUR COMPLETE WHOLESALE PRICE LIST IN BULBS AND PLANTS.

HEEMSKERK & CO.'S *Bulbs*

229 Oak St. OLIVER 2-4018 RIDGEWOOD, N. J.

The collection of ornamental nursery stock is unusually fine and can be seen on guided tours.

Wives and children of nurserymen are invited to the outing also. For the ladies who do not care to tour the nursery, there will be special facilities so they can enjoy themselves. For children there will be supervised games, with entertainment for young people of all ages.

Visitors will be welcome at the nursery by 9:30 a. m. A tour of the lower nursery will start at 10:30 o'clock. This trip will include a visit to the greenhouses and propagating beds, as well as ornamental plantings. At 12:30 p. m., dinner will be served. After the meal there will be a talk on "Our Water Problem," by Dr. John Singewald, director of the Maryland department of geology, mines and water resources, Johns Hopkins University, Baltimore.

The afternoon tour, starting at 2:30 o'clock, will be over the upper nursery grounds, including plantings of azaleas and other rhododendrons, hollies, boxwood and other choice ornamentals. At 4:30 the party will reassemble at the lower nursery.

SCHOOL LANDSCAPING

[Continued from page 14]

study in architecture. Colleges have not fallen so readily in line with straight lines and sharp corners. They have on their campuses a type of architecture that has its influence on new buildings. Even so, some modern buildings are being erected, and the trend there is for getting the greatest amount of usable building space for each dollar.

Not only are there many straight building lines to contend with in illustration C, but there is a broad entrance walk. It is practical and desirable to have broad areas around entrances and exits, because it is there that people congregate. The plants used there should be those without definite eye-catching forms. Dwarf Japanese yews, spreading English yews, convex-leaved holly, glossy abelias, Japanese hollies and other plants of simple form readily make the entrance a single-unit garden area of interest and in keeping with the over-all landscape. The entrance shown in illustration C is an auxiliary entrance that leads directly to the auditorium.

An auditorium entrance is not only important to the students, but to the parents and other adults of the community. It is one part of the school building that is used by everyone. Not only are school functions held there, but concerts, plays and

Malathion controls:

- Aphids
- Spider mites
- Whitefly
- Mealybugs
- Thrips
- Japanese beetle adult
- Four-lined leaf bug
- Tarnished plant bug
- Rose leafhopper
- Potato leafhopper
- Soft brown scale
- Monterey pine scale
- Black scale crawlers
- Pine needle scale
- Oyster shell scale
- Juniper scale
- Fletcher scale
- Bagworms
- Oak kermes
- Scurfy scale
- Florida red scale
- Azalea scale
- Magnolia scale
- Pine leaf scale
- Euonymus scale
- Birch leafminer
- European pine shoot moth
- Tent caterpillar
- Lace bugs

Now! for practically all your insect problems ...one insecticide

MALATHION*

Called "one of the safest insecticides to handle" by the USDA, malathion is the first phosphate insecticide to combine high insect toxicity with low mammalian toxicity. Compatible with most other spray materials.

You profit 2 ways

1 . . . by simplifying your own insect control problems.

2 . . . by selling malathion insecticides to your customers . . . for malathion will solve practically all *their* garden insect problems.

Write today for complete information on use of malathion on ornamentals. Ask for MALATHION GROWER'S HANDBOOK.

Consult your regular sources of supply for malathion insecticides, packaged by well-known manufacturers under their own brand names. Or write us for suppliers' names.

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Developers and Producers of Malathion Technical
AGRICULTURAL CHEMICALS DIVISION
30 Rockefeller Plaza, New York 20, N. Y.

P.S. Malathion kills flies, too!

SAVE MONEY ON BULBS

Buy These Special Pack Collections

Buy your IMPORTED HOLLAND BULBS HERE and NOW!
WE SELL
HOLLAND BULBS

COLLECTION NO. 1

650 Tulips **$22.50**
(List prce $24.05)
200 Bartigon, red
100 Golden Harvest, yellow
100 Princess Elizabeth, pink
50 White Queen, white
50 Dillenburg, orange
50 Queen of the Night, deep purple
100 Mixed colors, all shades

650 bulbs; cost $22.50; sell for $40.00
(Retail for 75c per dozen. Your markup, 44%)

COLLECTION NO. 2

1000 Bulbs **$31.50**
(List price $33.45)
650 Tulips (same assortment as in Collection No. 1)
100 Daffodils, King Alfred—(Retail at **$1.00** dozen)
250 Crocus, mixed colors—(Retail at **60c** dozen)

1000 Bulbs: cost $31.50; sell for $61.50.
(Your markup 49%)

COLLECTION NO. 3

1550 Bulbs **$54.00**
1100 Tulips **(List price $58.10)**
150 Bartigon, red
150 Pride of Haarlem, cerise
100 Farncombe Sanders, scarlet
100 Princess Elizabeth, pink
100 Clara Butt, salmon-pink
150 Golden Harvest, yellow
50 Scotch Lassie, bright purple
50 Pride of Holland, yellow-bordered red
50 Dillenburg, orange
50 Queen of the Night, deep purple-black
50 White Queen, white
100 mixed colors, all shades
250 Crocus 7 to 8 cm., mixed colors (Retail at **60c** dozen)
100 Hyacinths 15 to 16 cm. (Retail at **15c** each)
25 Red
25 Pink
25 Blue
25 White
100 Daffodils King Alfred—No. 1 Round (Retail at **$1.00** dozen)

1550 Bulbs: cost $54.00; sell for $104.55.
(Your markup 49%)

ALL THE ABOVE BULBS ARE PACKED IN SACKS WITH PICTURES OF THE BLOOM IN COLOR. COLORFUL DISPLAY POSTER FURNISHED WITH EACH ORDER. RESERVE YOUR BULBS NOW FOR SHIPMENT IN SEPTEMBER.

THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"

OTTAWA, KAN.

sometimes summer dramatics. The auditorium may also be a polling place. Effective lighting may be encouraged in this planting, because people congregate there at intermission time during programs.

Earlier in this article it was mentioned that the rear of the building is often as important as, or more so than, the front entrance. In illustration D, a rear entrance shows that it is highly regarded, because the planting is effective but simple. The areas under the windows are planted with Regel privet only, and on either side of the entrance is a pink Tatarian honeysuckle. Regel privet is a good plant because of its spreading habit and willingness to remain low and flat with the aid of pruning shears. The honeysuckle was chosen because of the size of the doorway. It was necessary to select inexpensive plants that would be in scale with the broad but square entrance. Of course, the honeysuckles require some pruning attention. Scale relationship should never be forgotten nor molested.

Imagine the doorway in illustration D with plants on either side that are the same height as the Regel privet. The whole effect would be lost. The only way that smaller plants could be used would be to have ground covers or no plants in place of the privet, and this is not advisable, because of the broad expanse of building space—scale relationship again. You cannot get away from it—at least, you should not. The larger honeysuckle would not look well, either, without the Regel privet or something comparable to it. Remember that school buildings are viewed from greater distances than most homes, since the areas around the schools are more expansive, or they should be, if they are not. Once in a while a school is crammed into a corner lot, but this was usually a job done years ago.

In order adequately to discuss the landscape planning and planting of schools, it will be necessary to continue the material in a later issue, when other problems and solutions will be presented.

FRANK DANE, Box 239, Route 1, Mundelein, Ill., is in the process of starting a nursery. At present he is growing perennials and ornamentals on two acres of land.

WOODBINE NURSERIES have announced that after June 15 all business will be handled through the firm's general office, 6115 Reisterstown road, Baltimore 15, Md.

4 Excellent reasons why you should check and inspect our nursery stock before you buy!

1. Quality.
2. Reasonable prices.
3. Immediate delivery.
4. We grow a complete line of fruit and shade trees, evergreens and shrubs.

All specimen 4 to 6-yr.-old evergreens, sheared twice annually, root-pruned.

	Each per 10	Each per 100
Berckmans Golden Arborvitae		
18 to 24 ins.	$ 2.25	...
24 to 30 ins.	2.75	$2.50
30 to 36 ins.	3.25	3.00
3 to 4 ft.	4.25	...
Pyramidal Arborvitae, extra-heavy		
3 to 4 ft.	4.00	3.75
4 to 5 ft.	4.50	4.25
American Arborvitae		
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
Juniperus glauca hetzi		
18 to 24 ins.	3.00	2.75
24 to 30 ins.	3.50	3.25
30 to 36 ins.	4.50	...
36 to 48 ins.	5.25	...
Juniperus virginiana canaerti		
4 ft., extra-heavy	5.50	5.25
4½ ft.	6.25	6.00
4½ to 5 ft.	6.75	6.50
Juniperus virginiana smithi		
3 to 3½ ft.	4.50	...
3½ to 4 ft.	5.00	...
Juniperus virginiana keteleeri		
3 to 4 ft.	5.00	4.50
4 to 4½ ft.	5.75	5.50
4½ to 5 ft.	6.25	6.00
5 to 6 ft.	7.25	...
6 to 8 ft.	12.50	...
8 to 10 ft., 12-yr., extra-heavy	22.50	...
Juniperus virginiana Dundee		
3½ to 4 ft.	5.50	5.00
4 to 5 ft.	6.00	5.75
5 to 6 ft.	7.00	6.50
Juniperus virginiana glauca		
All cut back and extra-heavy		
3 to 3½ ft.	5.75	...
3½ to 4 ft.	6.00	...
4 to 4½ ft.	6.50	...
Juniperus virginiana burki		
3 to 4 ft.	5.00	4.75
4 to 4½ ft.	6.00	5.50
4½ to 5 ft.	6.25	...
Juniperus stricta		
15 to 18 ins.	1.75	...
18 to 24 ins.	2.25	2.00
24 to 36 ins.	2.75	2.50
Chinese Column Juniper (Chinese mascula)		
4 to 5 ft.	6.50	...
5 to 6 ft.	7.00	...
6 to 7 ft.	10.50	...

	Each per 10	Each per 100
Pfitzer Juniper		
15 to 18 ins.	$ 2.25	$2.00
18 to 24 ins.	3.00	2.75
24 to 30 ins.	3.50	3.25
30 to 36 ins.	4.50	...
Golden Pfitzer Juniper		
24 to 30 ins.	3.50	...
30 to 36 ins.	4.50	...
Taxus capitata, heavy		
36 to 42 ins.	12.00	...
42 to 48 ins.	14.00	...
Taxus hicksi		
18 to 24 ins.	5.00	...
24 to 30 ins., extra-heavy	5.50	...
30 to 36 ins., extra-heavy	6.50	...
36 to 42 ins.	8.00	...
42 to 48 ins.	10.00	...
4½ to 5 ft.	20.00	...

SHADE TREES

	Each per 10
Ash	
6 to 8 ft.	$ 1.50
8 to 10 ft.	2.25
1¼ to 1½-in. caliper	2.50
White Birch	
1¼ to 1½-in. caliper, B&B	7.25
1½ to 2-in. caliper, B&B	10.00
Chinese Elm	
8 to 10 ft.	1.50
1¼ to 1½-in. caliper	2.00
1½ to 2-in. caliper	3.00
2 to 2½-in. caliper	3.50
Sweet Gum	
6 to 8 ft.	6.50
8 to 10 ft.	8.50
1¼ to 1½-in. caliper	10.00
Hackberry	
6 to 8 ft.	2.00
8 to 10 ft.	2.75
1¼ to 1½-in. caliper	3.00
1½ to 2-in. caliper	4.50
Thornless Honey Locust	
6 to 8 ft.	2.00
8 to 10 ft.	2.75
1¼ to 1½-in. caliper	3.25
Silver Maple	
5 to 6 ft.	1.00
6 to 8 ft.	1.25
8 to 10 ft.	1.75
Pin Oak	
1½ to 2-in. caliper, B&B	10.50
2 to 2½-in. caliper, B&B	12.50
Sycamore, all 1 to 1½-in. caliper, heavily branched	
6 to 8 ft.	2.00
8 to 10 ft.	3.25

Special prices on shade trees in 100 lots.

Native Shade Trees in Rubrum Maple, River Birch, Pin Oak and Sweet Gum in 1½ to 3-in. caliper, B&B.

Write for our Fall Wholesale Price List quoting on over 100,000 finished shrubs in 2 to 6-year heavy plants and many other varieties of shade trees, evergreens and fruit trees.

Our nurseries are located 225 miles southwest of Chicago, Ill.; 90 miles east of St. Louis, Mo., and 85 miles west of Vincennes, Ind., on State Route 37 two miles north of Farina, Ill. Visitors welcome.

EGYPTIAN NURSERY & LANDSCAPE CO.

DAY PHONE 3551 NIGHT PHONE 2641

FARINA, ILL.

QUEEN O' the LAKES (Dark Velvety Red)

and 30 other fragrant
SUB-ZERO HYBRID TEAS

Large and beautiful as any. Easy to grow; long to live. Bloom more; more constantly. Save replacement expense.

Tree Roses topped with all varieties can survive 15 degrees below zero without protection.

Also 20
Yellow and Orange Climbers

Also Florabundas and Grandifloras. Also many varieties of our new race of everblooming climbers which we call Everblooming Pillars. These bloom the first year like Hybrid Teas and on all stems and canes the year they grow; large Hybrid Tea blooms in great quantity.

These Roses have been honored by some of the leading Distinguished Service Medals.

Write for trade prices to

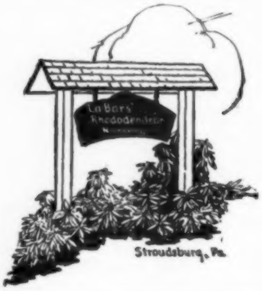
BROWNELL ROSES LITTLE COMPTON, R. I.

EVERGREENS

300 acres of choice Evergreens
ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.



QUALITY MERCHANDISE
AT REASONABLE PRICES
VANDERBROOK NURSERIES, INC.
MANCHESTER, CONN.
Wholesale Nurserymen Since 1922

LINING-OUT STOCK

HESS' NURSERIES

MOUNTAIN VIEW, N. J.

HEMLOCK
Rhododendron—Kalmia
Azalea

CURTIS NURSERIES
CALLICOON, N. Y.

TRANSPLANT NOW

	Per 100
ILEX bullata, 6 to 8 ins., 2-yr., T..	$15.00
8 to 10 ins., T.	20.00
PIERIS japonica, 4 to 6 ins., T...	15.00
6 to 8 ins., TT.	20.00

Send for List of Unusual Plants.

ALANWOLD NURSERY
NESHAMINY, Bucks Co., PA.

SHEPARD NURSERIES
Growers and Distributors of
ORNAMENTAL NURSERY STOCK
Truckloads only, no boxing.
60 acres growing. Skaneateles, N. Y.

EVERGREENS
Quality seedlings and transplants for Christmas trees and forest planting.
Write for fall, 1955, and spring, 1956, price list.
CLEARFIELD BITUMINOUS COAL CORP.
Department of Forests
INDIANA, Indiana Co., PA.

COVER ILLUSTRATION

Syringa Oblata Dilatata

Many people interested in lilacs desire a type that flowers early and remains as a medium-size shrubby plant. The demand for such a plant is satisfied by Syringa oblata dilatata.

The Korean early lilac is a shrubby plant of eight to 10 feet in height and becomes a plant about as broad as high. It is a native of Korea and was introduced in 1917.

The leaves are ovate in shape, long acuminate, up to four or four and one-half inches long, with a truncate or slightly cordate base. They are glabrous both above and below. They have a fairly attractive purplish-red fall color.

This variety of lilac flowers about two weeks earlier than the common lilac, usually from the middle to the latter part of April, with purplish-lilac flowers. The flowers are borne rather loosely in panicles two and one-half to five inches long.

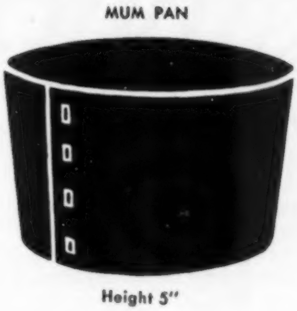
The Korean early lilac should be planted in well-drained soil of near-neutral reaction. Plants should be given sunny exposures. Rehder lists Syringa oblata as being hardy in zone 3. A renewal system of pruning should be followed, and the old flowers should be removed as soon as they fade. While scale and borers frequently present a serious problem with the common lilac, Syringa oblata and Syringa oblata dilatata seem to be less susceptible to these pests. Propagation may be by cuttings, budding or grafting.

This lilac will find its use as a specimen, for border planting and to some extent for foundation planting. It can also be used as a hedge.

L. C. C.

CHANGES in the staff of the Jackson & Perkins Co., Newark, N. Y., were announced recently at a company dinner when two salesmen received watches for long service with the firm. J. R. Criswell, Pittsburgh, Pa., retired after 21 years, and his sales area will be taken over by his son-in-law, Richard B. Young, who has worked with him for three years. Leon A. Dunton, Baltimore, Md., has transferred from field selling after 24 years and become office manager and assistant to Klaas DeWilde, manager of the Perkins-DeWilde nursery at Shiloh, Pa. Charles H. Perkins, Jr., will take over Mr. Dunton's former work.

BIRD PERENNIAL POTS



Now you can get *Tough* CONSTRUCTION– at *Less Cost!*

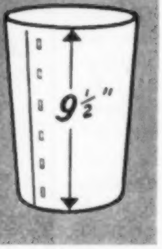
TOUGH AS, OR TOUGHER THAN POTS MADE OF HEAVIER MATERIAL – Bird Perennial Pots have a hard coating, inside and out, that adds to their durability and resistance to handling hazards.

SOLID STAPLED BOTTOM – Bird Perennial Pots are constructed with a solid stapled bottom which prevents loss of plants in handling. This bottom is carefully designed with openings to insure proper drainage.

LOWER LANDED-COST – Most important, too, is the freight factor which in some cases will equal the cost of the merchandise. Proximity to your source of supply will result in a substantial lower delivered cost. The Bird distributor in your area makes this lower landed-cost possible.

LONGER SELLING SEASON – Bird Perennial Pots lengthen your selling season, too, from three months to five months – plus giving you the opportunity to display your plants at the very peak of their bloom . . . a big merchandising advantage.

Ask your nearest distributor for detailed information and low delivered prices on this latest advance in nursery sales technique, or write us direct, Bird & Son, inc., Horticultural Dept., East Walpole, Mass., Dept. AN-8A.

Recommended sizes of Bird Perennial Pots for perennials, bulbs, and shrubs*	
	Aconitum Ajuga Alyssum Canterbury Bells Carnations Columbine, etc. Delphinium Lily of the Valley Narcissus Phlox Saxatile Compactum Shasta Daisies Small Mums
	Aquilegia Asters Astilbe Boston Ivy Centaurea Chrysanthemums Clematis, etc. Day Lilies Honeysuckle Iris Oriental Poppies Roses (1½ "Junior") Silver Lace Small Lilies
	**Azaleas Bleeding Heart, etc. Camellias Daphne Delphinium Easter Lilies Gardenias Gypsophila Hydrangeas Large Mums Lupine Peonies Roses: Hybrid Teas Floribundas 2-yr. Climbers Thermopsis Tree Geranium Water Lilies Yucca**

These are only a few of the many varieties of perennials, roses, bulbs, vines and shrubs that can be potted in Bird Perennial Pots.

BIRD

BIRD
& SON, inc.
Established 1795

VITA-BANDS • TOM THUMB FLATS • VITA-POTS
VITA-M POTS • RED POTS • PERENNIAL POTS

THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

PLANT LISTS OF 1820's

Not long ago, thumbing through a pre-World War I National Geographic magazine I was surprised to note a half-page advertisement of a Rochester nursery offering American chestnuts for large orchard plantings. A few years later the blight was destined to destroy all these. Today nurserymen are selling Chinese chestnuts for the same purpose. Plants and plant popularity are often the subject of the whims of nature and of people.

This thought started me wondering about the changes in plant use and plant popularity in the past century and a half. I recall reading of the important business of growing and selling white mulberry trees for silkworm culture and also the importation of the paper mulberry (broussonetia) from China, which the silkworm would not eat.

Fortunately, I have a small but valued collection of nursery catalogs, mostly dated in the 1820's. An analysis of just one, that of Andrew Parmentier (1828), Brooklyn, N. Y., gives a picture of American horticulture and gardening that might startle one. In the way of varieties the list is much more extensive than most lists today. It indicates a keen interest in gardens and plants and well-developed foreign trade, world wide, in plants. The fruit varieties seem to be largely European in origin; in fact, many are indicated as being imported. The apple list is composed of 242 varieties, 140 of which seem to be American, although this is not specifically stated, and 101 varieties are expressly marked imported from Europe. The only varieties I can recognize in any way are Siberian crab, Winesap, Rhode Island Greening and Red Baldwin pippin. Some of the funny names are Esopus Spitzenburg, large Aunts' apple, Black Jelly Flower, Seek No Farther, Flatbush Sweeting, Coz of Ohio and Surprise.

I should like to quote this paragraph. "About 50 kinds of table apples are grafted on Paradise stock for dwarfs, and which are warranted to produce fruit the second year after planting. They are very ornamental, and make a fine show in a small garden, both when loaded with their beautiful blossoms, and afterwards with fruit."

This catalog lists 190 varieties of pears, of which 108 were imported chiefly from the Netherlands "which is the nursery for the best pears." Of the American varieties I recognize Seckel and Bartlett. The names of some of the others did not seem so unusual as in the case of the apple, but included such names as Early Sugar, Windsor, Washington's, Popes' Quaker, Autumn Superb, Buffums and Pound pear. Parmentier also offered 50 kinds of the foregoing "engrafted on quince stocks for dwarfs or pyramids."

The list of cherries includes 71 varieties, with both sweet and sour as well as "weeping" cherry, ornamental and the cornelian cherry. I recognize quite a few of the cherry varieties, among them May Duke, White Heart and Black Heart, Montmorency, White Oxheart, Yellow Spanish, Large English Morello and Napolean Bigarreau. There are also a number of —— heart cherry varieties, including a Bleeding Heart. Another variety is called Four to the Pound, and then in a note following, the cataloger comments: "This name was given in France in derision from the largeness of the leaves, but the cherry is probably one of the smallest, and the tree does not produce before it is very old."

The quince list has only five varieties, including the Orange quince.

The grape list is again long and includes 148 obviously European wine grapes, which should startle the several American plantsmen who are attempting to interest gardeners in some of these now. Most of the importations are from the north of France and "he warrants them to grow and will replace those not growing." Some varieties are recommended for Philadelphia south and one variety is for greenhouse or for Georgia and Florida. Most of the varieties are meaningless except

GUARANTEED-TO-LIVE
TRANSPLANTED EVERGREENS

	Per 1000
Douglas Fir, 4-yr. transplants, (2-2), 4 to 10 in.	$65.00
Douglas Fir, 3-yr. transplants, (2-1), 2 to 4 in.	55.00
Austrian Pine, 4-yr. transplants, (2-2), 5 to 10 in.	65.00
Austrian Pine, 3-yr. transplants, (2-1), 3 to 6 in.	50.00
Mugho Pine, 4-yr. transplants, (2-2), 3 to 6 in.	60.00
Japanese Black Pine, 3-yr. transplants, (2-1), 3 to 6 in.	50.00
Red Pine, 4-yr. transplants, (2-2), 5 to 10 in.	65.00
Red Pine, 3-yr. transplants, (2-1), 3 to 5 in.	50.00
White Pine, 4-yr. transplants, (2-2), 5 to 10 in.	60.00
Norway Spruce, 4-yr. transplants, (2-2), 4 to 10 in.	65.00
White Spruce, 4-yr. transplants, (2-2), 5 to 10 in.	65.00

TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. **No extra charge for boxes or packing.**

OUR GUARANTEE

90 per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1956.

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants available. Send for complete list of stock.

AAN

WESTERN MAINE FOREST NURSERY CO. DEPT. AN-835 FRYEBURG, MAINE

LILACS ON OWN ROOTS
Leading varieties. All sizes, 3 to 8 ft.
4000, all transplanted.
RED LAKE CURRANTS
Assortment of Large-size Plants
for Landscaping Planting
Having sold land, will clear this fall.
Inspection and Correspondence Invited.

SAMUEL FRASER NURSERY

Box 158
Geneseo, N. Y.

SPECIALS
IN GOOD SUPPLY

Euonymus radicans vegetus, B.R., 9 to 30 ins. Ready to move in September. Our strain is unusually fine.

Pinus mugo, true dwarf type, beautiful specimens, 24 to 48 ins. Purchaser to dig.

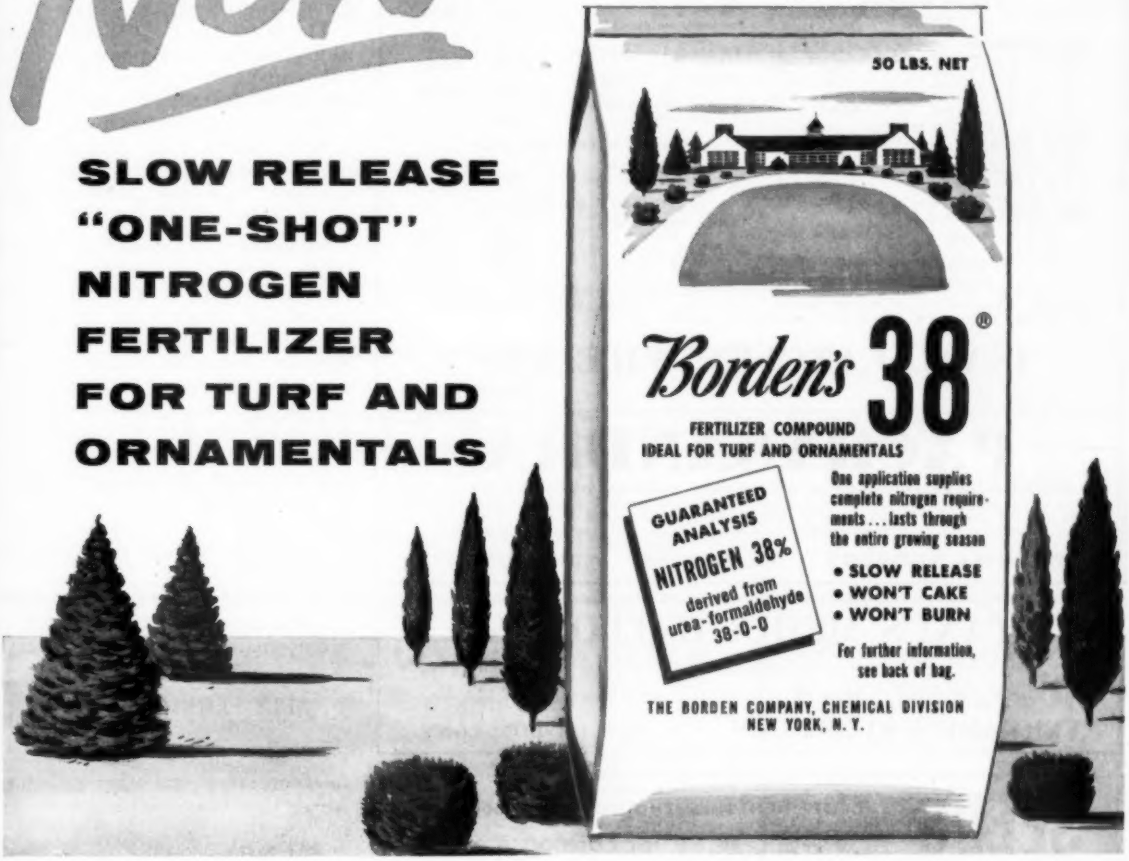
Rosa multiflora japonica, seedlings, 1-yr.

Write for new fall trade list.

BROWN BROTHERS CO.
EAST ROCHESTER, N. Y.

New from Borden

SLOW RELEASE "ONE-SHOT" NITROGEN FERTILIZER FOR TURF AND ORNAMENTALS


50 LBS. NET
Borden's 38®
FERTILIZER COMPOUND
IDEAL FOR TURF AND ORNAMENTALS
GUARANTEED ANALYSIS
NITROGEN 38%
derived from urea-formaldehyde
38-0-0
One application supplies complete nitrogen requirements . . . lasts through the entire growing season
• SLOW RELEASE
• WON'T CAKE
• WON'T BURN
For further information, see back of bag.
THE BORDEN COMPANY, CHEMICAL DIVISION
NEW YORK, N. Y.

Now, a completely new kind of non-burning fertilizer compound . . . BORDEN'S 38® saves time, labor and money! One application is all you need . . . "one-shot" provides a steady supply of nitrogen throughout the entire growing season and continues to release nitrogen from 6 to 12 months.

New BORDEN'S 38 releases nitrogen slowly, at a uniform speed—keeps a constant supply available as it is needed to meet the plant's season-long requirements. This form of nitrogen meets a long-felt need of nurserymen: you can now mix a year's supply of nitrogen deep in the soil at preparation time, eliminating the necessity for adding plant food on the soil surface later. It's kind to plants and safe, clean . . . easy to apply.

Derived from urea-formaldehyde, new BORDEN'S 38 has a guaranteed analysis of 38% nitrogen. Yet, pound for pound the cost of the nitrogen in BORDEN'S 38 usually costs no more than the organic forms which contain 3 to 7 per cent nitrogen! And look at the other important savings you get with BORDEN'S 38:

- Costs less to ship—you save on freight.
- Costs less to store—one bag replaces 7 to 8 bags of ordinary fertilizer.
- Stays dry and free-flowing—no loss from moisture absorption.
- Won't leach or wash away—saves replacement costs.
- Easier to carry on the job—saves trucking and labor.
- Lasts all season—saves cost of side and top dressing.

For the name of your nearest distributor, and descriptive literature, write:

THE BORDEN COMPANY, CHEMICAL DIVISION
350 MADISON AVENUE, NEW YORK 17, N. Y.

NORTHERN-GROWN STOCK

LANDSCAPE-SIZE SHRUBS

Clethra alnifolia	Per 10	Per 100
18 to 24 ins., clumps	$4.00	$35.00
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	8.00	70.00
Ilex verticillata		
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	7.00	60.00
Viburnum cassinoides		
2 to 3 ft., clumps	5.00	40.00
3 to 4 ft., clumps	7.00	60.00
Viburnum dentatum		
2 to 3 ft., clumps	4.50	35.00
3 to 4 ft., clumps	6.00	50.00

SUGAR MAPLES

Acer saccharum	Unit price in quantities 10 to 49	50 to 250
1¼ to 1½-in. cal.	$ 4.00	$ 3.50
1½ to 1¾-in. cal.	6.00	5.00
1¾ to 2 -in. cal.	7.00	6.00
2 to 2½-in. cal.	9.00	8.00
2½ to 3 -in. cal.	12.00	11.00

CLUMP BIRCH

Paper Birch	Per 10	Per 100
4 to 6 ft., 3 stems and up	$30.00	.....
6 to 8 ft., 3 stems and up	40.00	.....
Gray Birch		
4 to 6 ft., 3 to 6 stems	25.00	$200.00
6 to 8 ft., 3 to 6 stems	35.00	250.00

PAPER BIRCH

Betula papyrifera	Per 100	Per 1000
2 to 3 ft.	$ 8.00	$ 70.00
3 to 4 ft.	25.00	200.00
4 to 6 ft.	40.00	300.00
6 to 8 ft.	90.00	.....

LINING-OUT STOCK

Acer saccharum		
2 to 3 ft.	12.00	100.00
3 to 4 ft.	30.00	250.00
4 to 6 ft.	60.00	500.00
Clethra alnifolia		
6 to 18 ins.	7.00	60.00
Ilex verticillata		
1 to 2 ft.	10.00	90.00
Syringa vulgaris		
1 to 2 ft.	7.00	60.00
Viburnum acerifolium		
6 to 18 ins.	8.00	70.00
Viburnum cassinoides		
1 to 2 ft.	8.00	70.00
Viburnum dentatum		
1 to 2 ft.	8.00	70.00

HEMLOCK TRANSPLANTS

Tsuga canadensis		
4 to 8 ins., trans., 2-2.	15.00	120.00

HEMLOCK SEEDLINGS

Tsuga canadensis		
6 to 9 ins.	4.00	20.00
9 to 12 ins.	6.00	45.00
12 to 18 ins.	8.00	65.00

All stock is *first-quality collected material except as otherwise noted.* Send for complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens. We do *not* have Japanese beetle.

ISAAC LANGLEY WILLIAMS

P. O. Box 352 EXETER, N. H.

PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady and semishaded areas in all climates. Strong, well-rooted, 1-yr. plants, grown in outside soil frames: $4.25 per 100, prepaid. $38.50 per 1000; $36.50 per 1000 for 10,000 or more in same shipment. Available for prompt shipment—late March through November. Shipments anywhere. Good packing free.

PEEKSKILL NURSERY Phone: Lakeland 8-5595 SHRUB OAK, N. Y.

TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES NEW LONDON, CONN.

SEEDS for the Nurseryman and Forester. Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.

POTTED LINERS
SEEDLINGS TRANSPLANTS
Catalog on request.
HEASLEY'S NURSERIES
Freeport Rd. BUTLER, PA.

FIVE HUNDRED ACRES OF ORNAMENTAL STOCK
Both evergreens and deciduous in liners and finished materials.
Fall list ready Sept. 1.
FAIRVIEW EVERGREEN NURSERIES
FAIRVIEW, PA.

LINING-OUT TAXUS
4-yr., XX; 5-yr., XXX
Bare-root shipment, dirt ball pickup.
MOUNTAINVILLE FOREST NURSERIES
LEBANON, N. J.

TAXUS
Upright, 4 to 14 ft.
Truckloads only, no boxing.
BULK'S NURSERIES
BABYLON, L. I., N. Y.

Tankard
AZALEAS
Broad-leaved Evergreens and a general line of quality ornamentals.
THE TANKARD NURSERIES
EXMORE, VA.

GROWERS
EVERGREEN TREE LINING-OUT STOCK
SUNCREST EVERGREEN NURSERIES
P. O. Box 305 HOMER CITY, PA.

that they indicate wine names to us today as in Tokay and Burgundy. The native grape list is seven, including the Catawba and the "Scuppernon."

The plum list is also long, some 85 varieties, none of which I recognize other than a couple with the word "prune" as part of the name. Of the varieties, 25 are American, the rest imported.

The peach list has 64 varieties, of which 57 are American, and the only name I recognize is Late Heath Cling. Incidentally, if you are wondering about the price, it was "31¼ to 37½ cents for the American varieties and 75 cents to $1 for the imported varieties, with no size mentioned.

In addition to the foregoing fruits there were 15 varieties of nectarines, 16 varieties of apricots, 24 varieties of gooseberries, 20 varieties of nuts, including American and Spanish chestnuts; several figs, persimmons, pawpaws and medlars, five varieties of raspberries, nine varieties of currants, 17 varieties of strawberries, selling from 25 cents a dozen to $1 each for one variety of everbearing; three varieties of "berberries," five of blackberries, six of whortleberries and one variety of cranberries.

In a future article I shall comment on Parmentier's extensive list of ornamentals sold in 1828. E. S. H.

SELF-SERVICE CENTER

[Continued from page 8]

ware and garden shows, nurserymen's meetings and other gatherings where they obtain ideas for the department.

Also included in the garden center are the paneled offices mentioned previously. Ample space is provided for office help, with a counter for service and large offices for Mr. Halla, Mrs. Halla and Mr. Simon.

Across from the offices, on the opposite wall, is an area set aside as a feature display space, for seasonal material. A Dutch bulb display is planned for this section in the fall, with girls dressed in Dutch costumes to serve as clerks.

The casual living area occupies the west third of the garden center, and there is displayed porch and patio furniture of all styles, including wrought-iron garden furniture in pastel colors, metal tables with colorful flowered umbrellas, barbecue equipment, fireplace ensembles, redwood planters, window boxes and picnic tables. This area is large enough to accommodate even a completely erected summerhouse with

TAXUS

	Each
Taxus brevifolia Dwarf Globe, 25 to 28-in. spread, 12 to 18 ins. high	$3.85
Taxus media hicksi, 35, 40, 45 ins.	3.50
Taxus media kelseyi, 8-yr., XXX, 18 to 20-in. spread, 24 to 28 ins. high	2.40
Taxus media Vermeulen and Kelsey, 9-yr., XXX, 20 to 24-in. spread, 30 to 34 ins. high	2.50
Taxus Vermeulen, 23 to 26 ins.	1.85
Liners—Taxus cuspidata, intermedia and Hunnewell, 4-yr., XX, 10 to 12 ins.	.40

All plants may be selected and dug by you, or we will dig at cost.

Discount on orders of 5000 or more.

H. VOELLMAR NURSERY

Rt. 7 Sugar Hollow **Danbury Airport** **DANBURY, CONN.**

Phone: Danbury, Pioneer 31888

6-foot side walls of strong, green plastic mesh, having a green and white striped canvas top eight feet six inches high at the center. The summerhouse, which provides 100 square feet of protected outdoor area, is supported by a sturdy metal frame.

A red brick fireplace in the white ash paneled west wall furnishes a place to display fireplace equipment, as well as mantel ornaments. The white ash wall makes an effective background for the display of brass plaques, wrought-iron wall decorations and lanterns.

The addition of fireplace equipment to the casual living area was an afterthought, according to Mrs. Halla. It was added on the theory that this item is often forgotten when the house is being built. Since the nursery and garden center are located in a section where many new homes are being built or have been built recently, many items of interest to new homeowners have been collected for their convenience in shopping.

Lath House

Attached to the garden center building and a continuation of it is the 50x100-foot lath house with a bamboo and Alsynite roof. The bamboo covering over the front two thirds of the lath house provides half shade for the plants and shrubs displayed there, while the Alsynite section of the roof provides protection from rain over the back third of the lath house. The section covered with Alsynite is fenced with safety fencing, since it is second-story level.

The bamboo roof is in keeping with the architectural design of the garden center and is more attractive than snow fencing, which is often used for this purpose.

The section of the lath house next to the building has a solid roof to protect fertilizers and garden furniture. In the building wall of this section is a 4-foot fan, the louvres of which can be opened to air out the building.

The bamboo-covered area of the lath house is used to display evergreens, canned shrubs ready for sale, roses, perennials, annuals, ornamental trees, trellises and garden ornaments. During the Christmas season, the lath house will be used to display Christmas trees for sale.

The root cellar occupies the 50x100-foot space directly under the garden center. There the air is kept

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

"A friendly, efficient sales service"

E. D. ROBINSON

SALES AGENCY

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WALLINGFORD, CONN.

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Adams Nursery, Inc.
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growing . . . since '98

BURR
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FALL IS THE TIME FOR EVERGREENS

Sell evergreens when their color is at its best and recent shearing shows their form to best advantage. Our new list is just out. Drop us a line if you haven't received one.

C. R. Burr & Co., Inc.
Manchester, Connecticut
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Evergreens

ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY
P. O. Huntington Station, N. Y.

PRINCETON PRODUCTS

PRINCETON NURSERIES

A very complete line of Quality Ornamental Stock.
Come to see us.
Send us your Want List.
Write for catalog.

PRINCETON NURSERIES
Ph. Princeton 1-1776 PRINCETON, N. J.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow **good** evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES
NEWFANE, N. Y.

cooled and the humidity is controlled. Deciduous trees and shrubs are stored on racks there, where they are available to the men on duty to fill the orders dropped down the chute by customers in the garden center above. A wide cement walk is provided over half the floor space of the root cellar. In early spring, dump trucks may be driven into the root cellar to bring in soil to be used for potting roses and shrubbery. Later the potted shrubs are taken outdoors and placed inside the U of the horseshoe drive to grow there until they become salable and are moved to the lath house.

Opening off the root cellar is a complete men's shower and locker room for the comfort and convenience of employees. A fully appointed ladies' washroom is also provided.

Auditorium Builds Sales

In the area under the lath house, an auditorium designed to seat 65 persons will be used as a place to show movies of landscape plantings and nursery stock and for lectures on gardening by experts in various fields. This auditorium is being offered for use by garden clubs for meetings. A complete electric kitchen equipped to serve refreshments during garden club and other meetings is hidden from the auditorium by a folding door over the serving counter.

Already the auditorium is proving its value as a sales builder. Garden club members who come to meetings browse through the garden center and the lath house and make many purchases. Such purchases are lost if the speaker goes to a garden club member's home to lecture.

Garage and Storage

The storage and double-track garage, 50x75 feet, under the lath house, provides work and storage space, as well as garage space. There is also a tool room, 25 feet square, with a subbasement for storage in this area. Behind the auditorium, in the utility room with the furnace, is dry storage space for insecticides, tools, gifts, grass seeds, etc., "a place for everything and everything in its place."

The Hallas believe in advertising. They advertise in the newspapers each week, often offering specials. They issue a colorful catalog on slick paper to persons on their customer list, which makes many sales. Mr. Halla is in demand as a landscape authority for garden club and radio programs. However, the Hallas believe that their best advertising is in furnishing healthy, first-class nursery stock to their customers.

BIG

We have one of the largest available supplies of big specimen material, including:

HYBRID RHODODENDRON
- TSUGA CANADENSIS
- GINKGO BILOBA
- AZALEA
- ILEX BUXIFOLIA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS
- TAXUS CUSPIDATA

For 37 years one of America's leading nurseries

TOWSON NURSERIES INC.

7817 York Road
Towson 4, Md.

NURSERIES
Cockeysville, Md.

FOR 57 YEARS
Our business has been growing

Rhododendrons
Azaleas
Perennials, Roses
All Nursery Items

BOBBINK NURSERIES, INC.
586 Paterson Ave.
E. RUTHERFORD, N. J.

SMALL FRUIT PLANTS

Grapes
Currants
Berry Plants

Write for Wholesale Price List

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FOSTER NURSERY CO., Inc.
69 Orchard St. FREDONIA, N. Y.

Choice Varieties of Lining-out Stock.
Write for our latest price list.
PALLACK BROS. NURSERIES, INC.
Route 19, 31 mi. north of Pittsburgh, Pa.
Ph.: Zelienople 789
R.F.D. 1 HARMONY, PA.

Specialists in PERENNIALS
SEEDS—PLANTS—BULBS
Perhaps America's largest list of unusual plant materials.
Wholesale catalog on request.
PEARCE SEED COMPANY
Dept. N MOORESTOWN, N. J.

MEMO To: TOP-NOTCH LANDSCAPE MEN

RE: SPECIMEN LANDSCAPE MATERIAL

We offer to the discriminate planner or planter some truly fine specimen material—stock plants exceeding our requirements. Every plant is, by reason of our fine care and constant pruning, healthy, compact and well shaped. We sincerely invite your inspection.

33 **Acer saccharum monumentale,** 8 to 10 ft.
20 **Acer palmatum Burgundylace,** 4 to 5 ft.
49 **Azalea Mildred Mae** (Gable), 21 to 42 ins.
467 **Azalea Hino-crimson,** 21 to 30 ins. (*)
20 **Azalea Carmen** (kaempferi), 21 to 30 ins. (*)
22 **Azalea Fedora** (kaempferi), 21 to 42 ins.
16 **Azalea Helena Vuyk** (P. W. Hardyzer), 21 to 36 ins.
35 **Azalea lorna (Gable)** 21 to 30 ins.
47 **Azalea maxwelli,** 21 to 36 ins. (*)
14 **Azalea Johann Strauss** (vuykiana), 21 to 36 ins.
7 **Azalea Joseph Hayden** (vuykiana), 24 to 30 ins.
11 **Cornus florida,** 4 to 8 ft. (*)
40 **Cornus florida rubra,** 4 to 5 ft.
6 **Cornus florida plena,** 6 to 7 ft. (*)
40 **Cotoneaster adpressa praecox,** 30 to 36 ins.
15 **Cotoneaster foveolata,** 3 to 5 ft.
10 **Franklinia alatamaha,** 7 to 9 ft.
13 **Hamamelis japonica,** 3 to 6 ft.
19 **Ilex crenata,** 21 to 30 ins. (*)
36 **Ilex crenata latifolia,** 21 to 30 ins. (*)
94 **Ilex crenata rotundifolia,** 21 to 30 ins. (*)
20 **Ilex glabra,** 24 to 30 ins.
25 **Ilex opaca rotundifolia,** 3 to 4 ft.
3 **Magnolia cordata,** 6 to 7 ft.
8 **Magnolia soulangeana,** 4 to 6 ft.
14 **Magnolia speciosa,** 4 to 7 ft.
1 **Magnolia tripetala,** 10 to 12 ft.
10 **Malus eleyi,** 6 to 10 ft.
4 **Prunus Thundercloud,** 5 to 7 ft. (*)
26 **Prunus triloba,** standards, 3 to 5 ft.
3 **Prunus Vesuvius,** 6 ft. (*)
5 **Prunus Yoshino,** 5 to 10 ft.
Pyracantha coccinea Lowboy, 2 to 3 ft. hihh, 30 ft. wide
35 **Pyracantha coccinea Lowboy,** 2 to 3 ft., 3-ft. sprays
150 **Syringa, French hybrids,** 3 to 5 ft. (32 top varieties)
20 **Viburnum burkwoodi,** 3 to 5 ft.
10 **Viburnum rhytidophyllum,** 4 to 5 ft.
4 **Viburnum fragrans,** 4 ft.
6 **Wistaria Rosea,** 4 to 5 ft. high, 4 to 7 ft. wide
7 **Vistaria Royal Purple,** 4 to 5 ft. high, 4 to 7 ft. wide
4 **Wistaria violacea plena,** 4 to 5 ft. high, 4 to 7 ft. wide

(*) Also available in smaller sizes

A special price list of the above and smaller sizes will be cheerfully mailed upon request. We are especially interested in moving this stock this fall and will be glad to quote attractively on large orders.

Our "FINER LINER" catalog will be ready in early September. If you are not already on our mailing list and would like to receive a copy, write us, using your letterhead please.

JOHN VERMEULEN & SON, Inc.
NESHANIC STATION, N. J. — FOxcroft 9-5211

RETAIL SALES PROBLEMS

[Continued from page 15]

Before we can train a potential nursery salesman, or if we are to recognize an already trained man, we must know what is needed. First is the ability and desire to learn—this will take care of learning plant names and an idea of design. Next is wearing quality—as an individual, will this man wear well with people year after year? Also important is reaction under pressure—this quality gives a salesman the ability to gain and hold control under tough conditions. There are many stock requisites for a good salesman, and I am not interested in going further.

Times Have Changed

The problem today concerns the nurseryman and his sales problems as they now exist. Every one of us deals directly with the customer. All of us think we are top salesmen—that we make deals of the century constantly. This confidence is necessary for selling, but it can blind us to the fact that our selling methods have not changed since we started. Take a good look at your selling methods—have you changed in the past 10 years, or 20 years? Your customers have changed.

We all form habits, good and bad. We are all individuals. We have acquired selling habits; there are no two alike. Every customer we have is also an individual. The greatest fault we can have is to possess such inflexible habits that we will conflict with a good percentage of our customers. We pass this off by calling the customer a so-and-so to bolster our ego, since we were actually disappointed in not getting the job. Here is the time to sit down and figure out what was wrong. Get the facts straight—the customer has a demand for something you have to sell and you did not get the job. Analyze every sale you make and every one you do not make.

The product we sell adds something unique to our sales problems.

[Continued on next page]

LINING-OUT STOCK

	Per 100	Per 1000
ILEX CRENATA, seedling-grown		
4-yr., XX, field heavy	$40.00	$350.00
3-yr., X, bed-grown	12.00	90.00
ILEX CRENATA BULLATA		
2-yr., X, field bed	25.00	200.00
PIERIS JAPONICA		
3-yr., XX, field bed	45.00	420.00
2-yr., XX, field bed	35.00	320.00
1-yr., X, flats	15.00	140.00

2% discount, cash with order, free packing.

BROOKFIELD GARDENS
U. S. Rt. 46
DELAWARE, N. J.

ROSA MULTIFLORA
BROOKVILLE NURSERIES
GLEN HEAD, N. Y.

PRIVET and BERBERIS
Splendid Stock
Write for Special Quotations
DIAMOND STATE NURSERIES
MILFORD DELAWARE

DEL-MAR-VA NURSERIES
Growers of Quality
Taxus, Ilex and other Ornamentals.
Ask for list.
DEL-MAR-VA NURSERIES
LINCOLN, DEL.
Phone: Milford, Delaware 4445

Northern-Grown Quality Stock

Shipment Sept. 15 to Nov. 1

4-yr. Transplants	Per 100	Per 1000
Colorado Blue Spruce		
8 to 10 ins.	$18.00	$150.00
6 to 8 ins.	15.00	120.00
4 to 6 ins.	12.00	100.00
Black Hills Spruce		
10 to 12 ins.	20.00	.....
8 to 10 ins.	18.00	150.00
6 to 8 ins.	15.00	120.00
4 to 6 ins.	12.00	100.00
Norway Spruce		
12 to 15 ins.	18.00	150.00
10 to 12 ins.	12.00	100.00
8 to 10 ins.	10.00	90.00
Mugho Pine (Dwarf Tyrolean), sheared		
4 to 6 ins.	18.00	150.00
Balsam Fir		
10 to 12 ins.	20.00	150.00
8 to 10 ins.	15.00	130.00
3-yr. Seedlings		
Colorado Blue Spruce		
8 to 10 ins.	6.00	50.00
6 to 8 ins.	4.00	35.00
4 to 6 ins.	3.50	30.00
Black Hills Spruce		
6 to 8 ins.	4.00	35.00
4 to 6 ins.	3.50	30.00
Mugho Pine (Dwarf Tyrolean), sheared		
4 ins.	4.00	35.00
Riga Scotch Pine		
8 to 10 ins.	35.00	30.00
6 to 8 ins.	30.00	25.00
Austrian Pine		
8 to 10 ins.	3.50	30.00
Ponderosa Pine		
10 to 12 ins.	4.00	35.00
8 to 10 ins.	3.50	30.00
Norway Spruce		
10 to 12 ins.	5.00	45.00
8 to 10 ins.	3.50	30.00
American Arborvitae		
4 to 8 ins.	3.50	30.00

Write for Price on Colorado Blue Spruce, 3-yr., 4 to 6 ins., Lots 25 to 50,000 or more.

Strict Grade. Best of Packing.

J. R. PALMER & SON
BLACKDUCK, MINN.

READY NOW

	Per 100	Per 1000
Cornus florida,		
S., 1-yr., grafting size	$ 7.50	$50.00
S., 1-yr., below grafting.	5.00	40.00
Ampelopsis veitchi (Boston Ivy)		
S., 1-yr., No. 1	7.50	60.00
S., 1-yr., No. 2	5.00	35.00
California Privet		
1-yr., R.C., 12 to 18 ins...	5.00	45.00
2-yr., R.C., 18 to 24 ins...	7.50	60.00

Free packing for cash with order.

BROUWER'S NURSERIES
Box 25 NEW LONDON, CONN.

Trees, Evergreens, Shrubs
Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation
Telephone 2689 GENEVA, N. Y.

NORTHERN COLLECTED EVERGREENS
FERNS
PLANTS
SHRUBS

WILLIAM CROSBY HORSFORD
CHARLOTTE, VT.

HOLLIES

One of the most complete collections of the better named varieties of American and English holly. 3 to 6-inch pots. Send for list.

ANGELICA NURSERIES
R. D. 1 MOHNTON, PA.

We all know the pitfalls of growing living plants—pruning, watering, fertilizing, etc. These problems fall onto the customer's shoulders. The average customer is interested in gardening until he finds out there is work involved. He is baffled at all the problems; the big names of the plants confuse him. All he wants is a landscape job; he wants his place to look good.

The salesman has to stay on safe ground short of discouraging the customer, yet he feels an obligation to his prospective customer to explain some of the problems in caring for nursery stock. The degree of explanation will depend on how solidly the customer is sold. Actually it is more in how the salesman explains care and maintenance than in how much he says. We know that a well-pleased customer whose stock is thriving is our best advertisement. Here is a situation that demands a salesman who has the ability to adapt his sales talk.

Meet Customer's Needs

The salesman should use his head when dealing with someone who does not look as if he is going to take much care of his stock. Sell him varieties that transplant easily and varieties that grow with the minimum of care. Do not sell items that will have to be tailored to fit certain spots. Give the customer as good a planting as fits his case—you might like to do a better job, but sell what is best for the customer.

The modern nursery salesman must be adept at sizing up the situation and the individual. Our modern-type architecture opens an entirely new field of design and usage of our plant material. We are dealing with the ultramodern and the conservative, the new and the old. People are design-conscious; they want something different. The old school of design does not satisfy the modern customer. I hate to see a contemporary, well-designed home planted the same way homes were planted 20 years ago. Let us individualize each planting to fit the problem and let the customer know that your design is original. Flatter the customer by complimenting him on the attractive lines of the house and tell him that his planting is going to fit the house like a glove. You are creating something beautiful for this customer alone, not giving him something that is old and used.

Size Up Customer

A salesman has to talk to sell his wares, but sometimes it is best to let the customer do the talking first to

AN EARLY START?

B & B Evergreens for Late August and Early September sales:

Pyramid Arborvitae	3 to 5 ft.
Globe Arborvitae	15 to 24 in.
Dark Green American Arborvitae	3 to 6 ft.
Biota Aurea Nana	15 to 24 in.
Pfitzer Juniper	18 to 42 in.
Blue Hetz Juniper	18 to 30 in.
Greek Juniper	15 to 24 in.
Swedish Juniper	3 to 4 ft.
Grafted Junipers	3 to 5 ft.
Scotch Pine	3 to 3½ ft.
Black Hills Spruce	18 to 30 in.
Taxus andersoni	15 to 24 in.
Taxus cuspidata	15 to 30 in.
Taxus media	15 to 24 in.
Taxus hicksi	18 to 30 in.

Canned Cotoneaster, Euonymus, Pyracantha, Biota, etc.

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Arctic, California Peach, Flora Zenor, Golden Spike, Grand Canyon, Great Lakes, Lady Mohr, Mt. Sky, Venus de Milo, War Eagle.

$2.00 per 10 $15.00 per 100

Collection of 10 units of 10 each, above varieties $12.00

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PINE — SPRUCE — FIR
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Phone — Port Edwards 4037

size him up. Observe everything about his home and lot. It is an admirable thing to declare your ideas first, but do not shut the door on any other choice. The customer might not like your ideas. Do not fight the customer. If you do, he will find someone who will go along with him. Always protect yourself in cases where the customer may want something done that in your opinion will not work. Do not leave yourself open for trouble.

The customer today is demanding and getting better advice and service from his nurseryman than ever. Plan work is needed in many instances. This plan work must be of high quality. It must be explained to the customer, sometimes to the last plant. If you can sell the ideas, the plant material sale is automatic if the cost is in line. This adds to the overhead, but the prices must be such that this cost is covered.

What about cost as it affects selling? All of us know that there is a big overhead connected with growing and selling our plants. We know that the customer is getting fair value from his nursery dollar. But does the customer know it? The salesman who presents his case well and has sold himself to the customer can run into a cost snag, especially if he has not estimated what he thinks the customer might spend. To meet this problem is a quality the salesman must acquire through experience. Overhead is proportionately less for the larger sale. If you do overestimate your customer and the cost is way out of line from what he wants to spend, you should have already planned an alternative that will lessen the cost. Do not give the customer the idea that if he will not buy your proposition at your price,

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Cash with order please unless credit has been established. All prices F.O.B. Woodstock, Ill.

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DELIVERED! ***To Detroit and Vicinity.***

Sheared specimen **Hetz Juniper**

15 to 18 ins.	**$2.00**
18 to 24 ins.	**2.40**
24 to 30 ins.	**2.75**
30 to 36 ins.	**3.00**

Sheared specimen **Pfitzer Juniper,** same sizes, add **25c.**

Mammoth **Red Barberry** in No. 3 pots, 20 ins., **75c**

Other items: Blue and Green Spruce, potted Golden Ibota, dwarf Blue Willow, Crimson King Maple, dwarf Taxus spreaders.

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Evergreens 90c to $1.25; Shrubs 50c to 75c

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Place your order now for fall, 1955, or spring, 1956.

	10 rate	100 rate	1000 rate
L.O. size from 2¼-in. pots	$0.35 ea.	$0.25 ea.	$0.22½ ea.
2-yr., field plants	.75 ea.	.60 ea.	.50 ea.

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2 to 2½ ft.	**3.50** each

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COMPLETE ASSORTMENT OF

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HARDY MUMS AND PHLOX

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Leading Perennial Growers

HOLLAND, MICH.

you are not interested in any type of sale. After all, you have incurred considerable expense in giving your proposal; so you want some kind of sale.

Shoppers

We all encounter shoppers who walk around the sales lot asking what this costs and that costs. You can waste a lot of time answering such questions, and it is usually your own fault if you do. Pin the customer down. Where does he want to plant these evergreens? On what side of the house? How tall can they get? Such questions as these will bring out whether the customer has a definite need for your product. If he does have a need, take over—you are the expert; you tell him what he should have. Draw him a quick sketch—sell him his planting.

Build up Order

There is a big difference between a customer's buying and a salesman's selling. When a customer buys from you, you are not a salesman; you are a clerk, and you should be paid accordingly. Do not let the customer off your premises without trying to sell him more than he intended to buy. Do this by convincing the customer that a bed of 12 roses will be much nicer than six. Or that he should get his shade trees in when he is buying a couple of evergreens for the front of his house. Please do not get the impression that I am advocating loading a customer with more than he needs or with more than his purse will stand. We all know that a customer seldom buys every plant he needs at one time. We all know that seldom are plants put in of a big enough size. Every customer needs a few more plants or bigger plants.

Our policy has always been that our sales efforts must parallel our production. We feel that the selling end of the nursery business has been sadly neglected. There are a lot of good growers; there are a lot of good salesmen; the two must be brought together into a working team to form a successful nursery business. As long as there is a market for our product, it will be the best salesman with the best product who is going to get the most of this market.

WILLIAM C. MOORE & CO., with home offices at Newark, N. J., have opened a landscape and planting business at Hays, Kan., with Lou F. Parker in charge. The company has several other offices in Kansas, with headquarters at Wichita.

OBITUARY

Mrs. Gertrude Kraseman

Funeral services were held July 27 for Mrs. Gertrude Elizabeth Kraseman who, with her husband, Frederick A. Kraseman, had operated an ornamental nursery in Sunnyvale, Calif., for about 50 years. She was 74 years old and died unexpectedly from a heart attack July 25. She is survived by her husband; one son, who resides in Sunnyvale, and a brother in Germany.

W. B. B.

ROSES WIN MEDALS ABROAD

Circus, Fanfare and Montezuma, three new American-bred roses, are sharing the limelight of international fame. Each has taken top honors, the gold medal, at one or more of the important 1955 international rose trials held in Europe.

Circus, a new floribunda, won the 1955 gold medal for its class at the Concourse International de Roses de Geneva in Switzerland and followed this achievement by capturing one of rosedom's biggest plums, the gold medal of the National Rose Society of Great Britain, July 1.

Fanfare, another colorful new floribunda, brought back to America the 1955 gold medal from the international rose trials held at Rome, Italy.

Montezuma is a new scarlet-orange beauty which the judges named the best at Geneva, Switzerland. They gave it the gold medal for hybrid teas. This rose will be introduced to American planters as a member of the new grandiflora class—a class not yet recognized in Europe.

According to the introducer, Armstrong Nurseries, Ontario, Calif., Montezuma belongs in the new grandiflora class because of its vigorous tall-growing plant and its extremely profuse blooming. The flowers sometimes appear in clusters (another mark of the grandiflora) but in this one the individual blooms are so large and the stems so long and sturdy that the variety outdoes most hybrid teas as a cut bloom. Both the buds and the open blooms display great beauty of form.

GEORGE RICHARDS, who has conducted the Richards Tree & Landscape Service at Emmaus, Pa., for the past year and one half, is starting a nursery, having leased 10½ acres of land.

PLANT MATERIAL
Fall, 1955 — Spring, 1956

5000	**Dogwood,** white-flowering, multiple trunk, B&B	
	4 to 5 ft.	$3.75
	5 to 6 ft.	5.50
	6 to 7 ft.	6.50
	7 to 8 ft.	7.50
5000	**Dogwood,** white-flowering, single trunk, B&B	
	4 to 5 ft.	3.00
	5 to 6 ft.	3.75
	6 to 7 ft.	4.75
	7 to 8 ft.	7.50
2000	**Euonymus alatus**	
	br., 2½ to 3 ft.	1.50
	B&B, 2½ to 3 ft.	2.00
3000	**Euonymus alatus compactus**	
	br., 15 to 18 ins.	.85
	B&B, 15 to 18 ins.	1.15
4000	br., 18 to 24 ins.	1.25
	B&B, 18 to 24 ins.	1.65
7000	**Euonymus carrierei,** 4-yr., full, heavy, B&B, 15 to 18 ins.	1.00
2000	**Euonymus coloratus,** 4-yr., 10 to 15 leads, B&B, 24 to 30 ins.	.75
3000	**Euonymus vegetus,** 3-yr.,	
	br., 12 to 15 ins.	.50
	potted, 12 to 15 ins.	.65
300	**Washington Hawthorn,** bushy, B&B, 5 to 6 ft.	5.50
1500	**Hemlock,** full, heavy, B&B,	
	3½ to 4 ft.	5.50
	4 to 4½ ft.	6.50
2000	**Juniper, Andorra,** full, compact, B&B	
	15 to 18 ins.	1.75
	18 to 24 ins.	2.50
	24 to 30 ins.	3.00
3000	**Juniper, Pfitzer,** full, compact, B&B	
	15 to 18 ins.	1.35
	18 to 24 ins.	1.85
500	**Philadelphus virginalis,** genuine double-flowering, B&B, 3½ to 4 ft.	1.50
2000	**Red Pine,** sheared, full, B&B, 5 to 6 ft.	6.50
1500	**Red Pine,** sheared, full, B&B, 6 to 7 ft.	7.50
500	**Red Pine,** sheared,, full, B&B, 7 to 8 ft.	9.00
3000	**Scotch Pine,** sheared, full, B&B, 3 to 4 ft.	3.50
2000	sheared, full, B&B, 4 to 5 ft.	5.50
1000	sheared, full, B&B, 5 to 6 ft.	6.50
1000	**White Pine,** sheared, full, B&B, 2½ to 3 ft.	2.65
1500	**White Pine,** sheared, full, B&B, 3 to 4 ft.	3.50
500	**Syringa chinensis,** B&B, 3½ to 4 ft.	1.50

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Long-distance phone: Butler 2-3191 **BELLVILLE, O.**

TAXUS CUSPIDATA
12 to 15 ins., TT.
15 to 18 ins., TT.
18 to 24 ins., TT.
24 to 30 ins., TTT.
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Lining-out Stock a Specialty
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PLANT NOTES HERE AND THERE

By C. W. Wood

Native Polygala

Others who are fond of our native flora undoubtedly share my great admiration for Polygala paucifolia and, like me, wonder why the plant is not available at more nurseries. It is heartening then to me to see the number of inquiries about it that have reached my desk during the past year. This interest may mean that the plant is finally coming into its own. Many gardeners know and fuss with tender, exotic polygalas, but few are acquainted with our native baby's-toes.

The plant is especially suited to two forms of gardening, rock and wild gardening, which have their special devotees, and should make a good item for the neighborhood grower. Botanists tell us the plant grows in damp woods and swamps. That may be true in most cases, but it does equally well on dry hillsides and sand dunes in northern Michigan. From observation and experience, I should say that the plant is not so difficult to handle as is generally supposed. In its natural home it is almost invariably found in acid soil, and I believe that it will require the same thing in gardens. That, with a fair supply of moisture, seems to be the sum of its needs. It should be remembered, though, that the plant is not easy to transplant while in active growth, and the commercial grower will probably have to work out a schedule for pot culture.

Three forms are found in northern Michigan, the rose-purple one being common, the pure white and the violet-colored ones being exceedingly rare. They may be grown from seeds, sown as soon as ripe or stratified over winter, according to the books. But where, may I ask, are the seeds to be found? I know of no source of supply, and it has never been easy for me to obtain even enough for experimental purposes. The showy flowers of early spring do not produce seeds, so far as I have been able to determine. Seeds are produced by small, whitish, cleistogamous flowers, borne underground along the rootstocks. These are so difficult to locate that one may look a long time before finding any seeds. And growing the plants after the seeds have been obtained and germinated is not an easy matter, either.

Increase by means of division is the best method that I have used. When thriving, the plant spreads rapidly by underground rootstocks, and these may be divided with care and grown in a shaded frame of acid woodsy soil. We found in experiments that the growing medium in the propagating frame is best made up of about equal parts of leaf mold and sphagnum.

Rubus

A brief note on two rubus species is given here in response to a request from an eastern reader. It would be hard for me to say which one of the flowering raspberries is best, but Rubus deliciosus would be near the top of my list. This, the Rocky mountain flowering raspberry, is one of the prettiest brambles and a shrub fit for the choicest company. It makes a bushy growth up to five feet in height, with thornless stems and large, handsome, lobed leaves. The flowers, which look like single, white roses, are produced in great abundance all during June; the blooms are followed by thimblelike berries, which, unfortunately from the cook's standpoint, are of poor table quality, though the birds do not object to the insipid taste.

Eastern America has a good shrub in R. odoratus. It is a more ambitious spreader than the Rocky mountain plant, and its reddish-purple flowers lack the charm of the other's white

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	Each 10 to 50	Each 50 and up
2000. 3 to 3½ ft.	$ 7.75	$ 7.25
8000. 3½ to 4 ft.	9.25	8.75
1200. 4 to 4½ ft.	10.50	10.00
Ware Arborvitae		
1100. 3 to 3½ ft.	3.00	2.75
800. 3½ to 4 ft.	3.50	3.25
Golden Douglas Arborvitae		
750. 3 to 3½ ft.	3.00	2.75
600. 3½ to 4 ft.	3.50	3.25

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ones. The best wild plants of this species that I have seen have been in rich leaf mold, usually in the shade of deciduous trees. Odoratus is a strong-growing plant, spreading rapidly from the root into ample clumps, up to six feet in height (usually around four). All of this points to the use of the plants in wild gardens and other landscape pictures painted on a lavish scale. The rubus species may be propagated by division of the clumps or by root cuttings.

Two Asiatic Polygonums

Polygonum affine is a good Himalayan plant of 15 to 18-inch stature, with dense spikes of small but showy, rosy-red flowers during August and September. This late summer and autumn-blooming habit of many of the smartweeds is one of their best assets, a fact that will become more and more apparent as one becomes acquainted with the genus. P. affine has mostly oblanceolate or spatulate leaves, mostly radical, making a pretty tufted growth from a woody rootstock. It should be hardy enough for all except the coldest parts of the country; here it suffered badly during snowless springs from alternate freezing and thawing. It needs a cool situation, apparently, doing best here in part shade.

Another Himalayan species, P. amplexicaule, is often found in American catalogs and gardens, at least in name, but I find that the name does not always mean what it says. I have, for instance, seen the label on our American P. muhlenbergi and in one case, at least, on the dry-land form of another native, P. amphibium, which is known to botanists as variety terrestre. All these are good enough in their places, but the confusion in naming does not add to the well-being of horticulture. The Himalayan species grows as much as three feet high, with large, rosy-red flowers in 4 to 6-inch spikes. There is said to be a white-flowered form.

Dianthus Plumarius

After gardening for half a century, I still get as much pleasure out of growing what seedsmen call Dianthus plumarius from seeds as I did 50 years ago. That is true even in face of the fact that I know the resulting plants will not be plumarius at all. In fact, I doubt if true plumarius has been in the general seed trade during the past 30 years. But that is not a serious loss to the gardener who is merely looking for something beautiful, because he is sure to get

FALL LINERS

	Per 100	Per 1000	Per 1000 in 10,000 lots
Colorado Blue Spruce, X, 9 to 12 ins.	$25.00	$175.00	....
Colorado Blue Spruce, X, 6 to 9 ins.	18.00	125.00	....
***Colorado Blue Spruce,** 3-0, 5 to 10 ins.	10.00	50.00	$47.50
Colorado Blue Spruce, 3-0, 3 to 5 ins.	6.00	30.00	28.00
Black Hills Spruce, X, 8 to 12 ins.	22.50	150.00	....
Black Hills Spruce, X, 4 to 8 ins.	15.00	90.00	....
***Black Hills Spruce,** 3-0, 5 to 10 ins.	7.50	35.00	33.00
Black Hills Spruce, 3-0, 3 to 5 ins.	5.00	20.00	18.00
White Spruce, 3-0, 5 to 10 ins.	7.50	35.00	....
White Spruce, 3-0, 3 to 5 ins.	5.00	20.00	....
Norway Spruce, 3-0, 6 to 12 ins.	8.00	40.00	....
Taxus Cuspidata Capitata, X, 8 to 12 ins. (from seed, individually sheared)	65.00	....	....
Taxus Densiformis, X, 6 to 8 ins.	50.00	....	....
Douglas Fir, X, 9 to 12 ins.	25.00	125.00	....
Douglas Fir, X, 6 to 9 ins.	15.00	75.00	....
Douglas Fir, 3-0, 3 to 8 ins.	7.50	35.00	33.00
Douglas Fir, 2-0, 3 to 6 ins.	6.00	28.00	25.00
Mugho Pine, 2-1, 3 to 5 ins.	8.00	40.00	....
***Riga Scotch Pine,** 2-0, 6 to 10 ins.	10.00	36.00	35.00
***Riga Scotch Pine,** 2-0, 4 to 8 ins.	7.50	26.00	24.00
***Riga Scotch Pine,** 2-0, 3 to 6 ins.	5.00	22.00	21.00
Austrian Pine, 2-1, 4 to 8 ins.	10.00	50.00	45.00
***Austrian Pine,** 2-0, 3 to 6 ins.	5.00	22.50	21.00
White Birch, XX, 3 to 4 ft.	75.00	....	....

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HOLLY
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just that as well as something to add fragrance to his garden from any good strain of D. plumarius. And he will get that and more for practically no trouble. The flowering in this garden of a strain known as Spring Beauty is what prompted this note. It is one of the better strains of doubles, with a wide range of colors and large size of flowers. All these good strains of pinks are of much value for garden decoration and for cutting.

Water-Lily Tulip

I do not know how long Tulipa kaufmanniana has been in a varying mood, but it has surely done a good job of it so far. Let us look at some of the records. Hortus describes the plant as being "creamy-white or light yellow, with a yellow center and carmine marks," while Farrer says it "sits close on the bare earth in wide water lilies of flushed rose and pearl and salmon and cream." Bailey's Cyclopedia of Horticulture says it was "yellow in the original form." Mrs. Wilder wrote that the "blossoms are large goblets, glistening white, the outer segments flashed with brilliant carmine or bright yellow." Now it has varied into many colors, mostly in shades of yellow or yellow combined with other shades, though there is at least one vivid variety with petals scarlet inside and dull red outside. And then there is the well-named variety Gaiety, with large, almost stemless, creamy-white flowers. The reverse of the petals is conspicuously striped with rosy red, giving an intriguing pinkish suffusion. This gay, lovely flower is almost, if not actually, the gayest of the Kaufmann creations.

Anagallis

A Minnesota reader asks if anagallis could be grown at a profit in his state? Without committing myself positively, I should say that it would be a profitable item in the neighborhood nursery. I also think that it is worth a little space in this column at this time.

The forms of most interest to the

NORTHERN-GROWN STOCK
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ORNAMENTALS
TREES SHRUBS
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Wholesale growers of a general assortment for the best landscape plantings.
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HARDY PLANTS
Bulbs and Shrubs
"America's Finest"
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Springbrook Gardens
MENTOR, O.

FALL, 1955
Fruit trees, shrubs, shade trees, ornamental trees, evergreens and taxus.
QUANTITIES IN:
Arborvitae, Aurea Nana
Arborvitae, Dark Green American
Berberis Mentorensis
Birch, Weeping Cut-leaved
Cornus Florida
Cotoneaster Divaricata
Cotoneaster Apiculata
Crab Apple, Flowering
Euonymus Alatus Compactus
Euonymus Patens
Euonymus Vegetus
Juniperus Canaerti
Juniperus Columnaris
Juniperus Glauca
Juniperus Keteleeri
Juniperus Pfitzeriana
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plant grower are known in gardens as A. parksi and A. phillipsi, both of which are forms of the Mediterranean species, A. linifolia, according to the botanists. These same people call the subjects biennial or perennial and say that they grow up to 18 inches in height. Actually, they are no more than a half-hardy annual in our northern climate and in Minnesota, as here in northern Michigan, could not safely be put in the open until hard frosts have passed. I believe that would be the case in most sections of the country where frosts occur, for I read that English gardeners treat these plants as half-hardy annuals. Years ago, when we grew them commercially, we handled them in pots (the best way in any event, because root disturbance does not help them) and sold them to summer people for garden decoration in late summer and autumn. Seeds were started into growth in late March and early April and grown along in protected frames.

Instead of the 18 inches mentioned in the floras, both kinds seldom exceeded six inches here. Due to their season of bloom, height and long-flowering habit, they are effective for massing in the sunny border or as an edging. Of the two kinds mentioned, parksi has bright red flowers and the other, phillipsi, is a deep gentian blue. We found the latter a steady repeat seller to old customers.

Violet Cress

The same Minnesota correspondent asks about violet cress and can be answered as follows: Ionopsidium acaule is also a tender perennial that has to be treated as an annual in the north. Even then it is no plant for a dry, hot garden. Gardeners with moist, shady spots at their disposal can use it to advantage where a 2-inch plant with whitish to violet flowers is desired. In such situations, it blooms during most of the summer and self-sows freely in the more temperate sections. Pot-grown plants are easiest to handle.

Crowberry

Answering a New York reader's question on crowberries, I should describe them as small, more or less procumbent shrubs, valuable as ground covers in suitable situations because of their pretty, evergreen leaves alone. The small flowers are of little account from the ornamental viewpoint, but if we could induce the plants to bear fruit in the garden as they do in nature, they would be doubly valuable. However, that is something I never was able to do.

[Concluded on page 44]

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275	18 to 24 ins.	4.10	3.85
700	15 to 18 ins.	3.50	3.25
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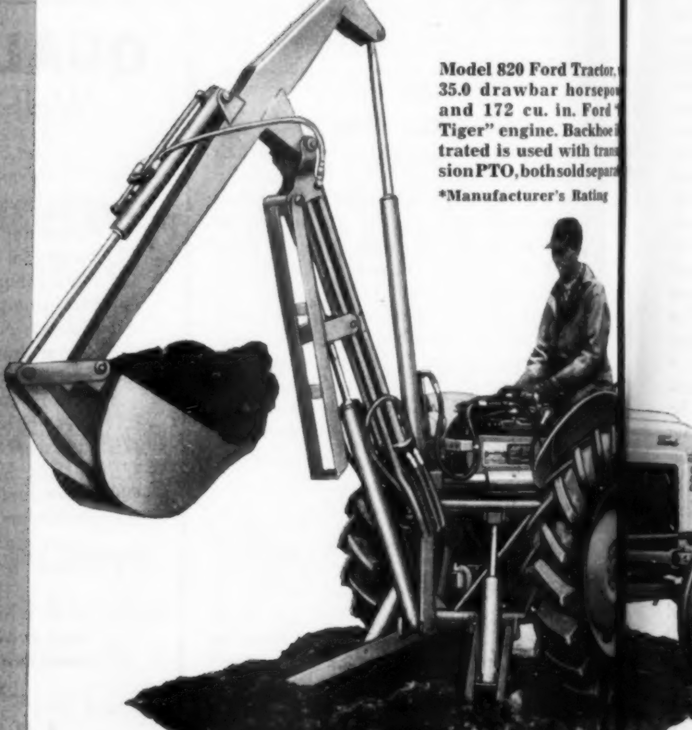

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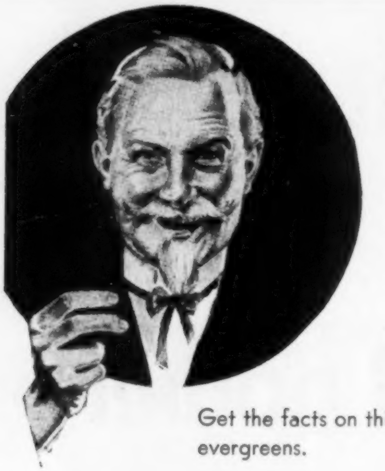

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Perhaps more extended experimentation would find the solution to that problem. The plant thrives in a peaty soil, with a fair supply of moisture.

Empetrum nigrum, the crowberry of northerners, is the best known, growing over much of the country north of the lower Great lakes region. It is a small evergreen shrub, rarely exceeding four inches in height, with inconspicuous flowers in April or May, according to latitude, followed by shining, black fruits in August and September. Its variety purpureum has reddish to purplish fruits. I had a plant years ago which had pretty pink fruits, the prettiest of the lot in my estimation. The plant came to me from a Vermont correspondent as E. eamesi, but I do not find the name in Gray or Bailey.

Perhaps it might be well to mention while on the subject of the crowberries a closely allied genus, corema of botanists, which possesses real ornamental value in its flowers, though its fruits are worthless. The plant grows up to two feet in height, and the male flowers, with long exserted, purple stamens, are showy. It is found in highly acid soil from New Jersey to Newfoundland.

Caulophyllum

Some plants are grown for their foliage, some for their floral display, others for their showy fruits. The gardener can consider himself fortunate, then, when he finds one plant possessing all of these desired qualities to some degree. Caulophyllum thalictroides, blue cohosh, qualifies for this class, yet it is not often seen in gardens. It sends up naked stems in spring to a height of two feet or so, which are not without beauty in their purple coloration. Each stem carries a large compound leaf, and above this is a panicle of yellow flowers with purplish sepals. The flowers are followed by drupe-like seeds of showy blue purple, which carries the usefulness well into autumn. The blue cohosh should be found in every woodland planting and probably would be if more gardeners knew about it. It may be grown from seeds planted in an outdoor frame in autumn.

GREENACRES NURSERIES, INC., Shenandoah, Ia., has received a certificate of incorporation and will be organized with an authorized capital stock of $100,000. David S. Lake is president, and Clara Jan Lake is secretary-treasurer.

HEINZ W. SENGPIEL is establishing a nursery business at Onarga, Ill.

INSECTICIDE DAMAGE

A word of caution that using some insecticides at too high rates on vegetable crops may cause trouble has been issued by V. R. Boswell, of the agricultural research service of the United States Department of Agriculture. Research done at several state experiment stations aimed at learning the effects of overdosages of certain insecticidal materials has shown undesirable results on the flavor, texture and aroma of vegetables such as potatoes and sweet corn. However, no particular problems developed when the same products were used strictly according to the manufacturers' recommendations.

Although no comparable reports on quality alone have been made with reference to orchard and nursery stock, similar precautions might well be taken—beyond any concerned with health safety—not only with tree fruit and small fruit crops, but with ornamentals also, where flower and foliage color and texture might show undesirable effects from the excessive use of insecticidals, either in the soil or on the foliage.

The adverse effects on vegetables that have been reported resulted when vastly greater quantities of insecticides than normal were used deliberately. Experienced growers would scarcely deviate so far from prescribed procedures. Nevertheless, as Mr. Boswell points out, since wide use of organic insecticides is new and experimental results vary with weather and soil conditions, it may take years to get complete reliable information on all the materials now in use. Meanwhile, nurserymen, as well as vegetable growers, would undoubtedly be well advised to use insecticides only when and where they are needed and then only at the recommended rates.

ENLARGEMENT of the firm's nursery endeavors, with discontinuance of the cut flower department, has been announced for the Pinewood Nursery & Florist.

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PARATHION ON PEARS

Introduction of parathion and other new phosphorus insecticides revive hope that pear growers may have found the answer to their worst insect problem.

For many years they have been waging a losing battle against insect pests, particularly the pear psylla, says Prof. F. G. Mundinger, entomologist at the New York agricultural experiment station at Geneva. "Failure to control psylla at a reasonable cost has been a chief cause for waning interest in pear growing in this state," he declares.

Tests at the experiment station now reveal that dinitro sprays are especially toxic to the eggs and the young of the psylla. Parathion and some other phosphorus insecticides are highly toxic to both the eggs and the adults. Parathion also has the advantage that it can be used without danger of injury to foliage or fruit.

The pear psylla lives over winter as an adult and appears in orchards the first warm days in early spring. It is soon after this and during the so-called late dormant period, when the bud scales loosen but before many green leaf tips appear, that the first psylla spray is applied. By that time most of the eggs have been laid and some adult psylla will still be present.

Detailed information on formulating and timing pear psylla sprays is available from local spray service specialists or from the experiment station.

WHAT IS A LANDSCAPE NURSERYMAN?

[Continued from page 11]

best he could, to design small gardens. So often the results were the "saw-tooth" effect of low and tall plants around the house, called "foundation planting" or copies of plans from gardening books—often forced into a situation that was quite different from that shown in the books.

My father, who was a regular nurseryman, had a good answer for persons wanting suggestions on plant arrangements—he would say, "I'm not a designer; you tell me where you want it, and I'll have it planted there." He took no responsibility in garden design—and why should he? For most of his life he had been continuing the fruit tree nursery established by my grandfather, and only late in his life had he become interested in an ornamental nursery. He then became interested in having in his organization someone who could design gardens. Even before I went off to the University, he had hired a Michigan State College trained landscape architect (1925) to make landscape designs for our customers.

Magazine Reporting Helps

There is probably no business that enjoys more publicity than home building and gardening. Shelter magazines report the trends, sometimes approvingly and sometimes as reporters, I am sure. It must have been about 10 years ago that I asked Richardson Wright, a former editor of House and Garden, how he liked the "modern style." His reply went something like this: "We are reporters, reporting the trends, and as long as this 'modern style' is in a fluid state, it's all right, but I would hate to think that we had to accept some of it as the ultimate."

Home and garden designing has come a long way in the past 10 years, and the garden magazines are letting the public know about this better life. Listen to what Dr. Joseph Howland, of House Beautiful, says:

"Today we know how to design gardens that, at a surprisingly low cost, provide year-round beauty and all the amenities needed for luxury-living outdoors from the very day they are planted. . . .

"Gardens are an excellent investment, your dollars buy three times as much space when spent on outdoor living rooms. . . .

"Just buying big plants and lots of wall and paving isn't enough—you must plan carefully."

Up to the Landscape Nurseryman

And Dr. Howland points out that much of this work will have to be carried on by the landscape nurseryman to make better landscape developments for the mass of Americans.

Many have shown us the way. The conscientious landscape nurseryman is usually surrounded by the tools of his profession. He grows his own plants and has no right to recommend anything but the right plant, in his opinion, for all situations, for he should be growing all sizes and types of plants.

But plants should not be the first thought of the designer for these gardens either—often the real help to the homeowner is in the grading, paving and wall and fence building. Skillful grading, for example, can completely alter the lot, so that troublesome areas may actually provide a more useful living room than the conventional lot.

In his approach to his landscape

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Taxus andersoni	...	5.00	6.00	7.50	...	...	...	...	...
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Barberry, Red or Green	.50	...	...	...	...	...	...	...	...
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problems, the landscape nurseryman operates like the professional landscape architect, with an unbiased study of the property, first promoting the idea of a well-planned development of useful living space that invites you out and makes you want to stay, rather than just an arrangement of bushes to "pretty up the place." These studies are charged for, or are offered as a part of the "package deal" in much the same way that architectural services are offered by the progressive real estate developer, at so much for the "lot and house package." The architect, behind the scenes, has prepared the plan, or made changes in a plan the owners have selected, to suit their particular requirements.

This practice is well established in the interior decorating field. An interior by Marshall Field's, or Hudson's, or Altman's is to be aspired to by almost any family. Offering a planning service with the purchase of products is the accepted method of bettering living for the millions of common people of the United States. The only chance the vast majority of these people have to know someone trained in design is through their contacts with the design services operating in the commercial field. These services, in connection with the sale of goods, are being promoted, and this is one of the things that make America great today. It is part of our high standard of living. Is not this part of the idea of democracy—to make better things available to more people? I like the words of General Electric: "Progress is our most important product."

Making Progress

This is, in fact, a sort of a report on progress, for this rather newly conceived profession of landscape nurseryman offers a service which shows a way to design, construct and plant gardens in the best way to give the customer full value for his money. By being able to follow through with the whole development, he finds people better satisfied in the end, because an experienced study can be made of their project, no matter how small; good material can be grown, and planting and construction can be carried on when and as the customer wants it—all at a satisfactory profit to the nurseryman and with satisfaction to the land-owner.

Need More Trained Men

Actually, however, there is a shortage of landscape nursery organizations offering this triple service to the public—yes, there are plenty of nurserymen, but probably

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fewer than 25 organizations in the state of Michigan, for instance, that would qualify to do the quality of work outlined here Enough trained landscape architects, so vitally important to this scheme of operation, are not being graduated, to specialize in small prviate gardens. Many are confining their endeavors to city planning or engineering

And as the years go by, it is becoming apparent that the public is demanding more ability, skill and training in this relatively new profession of landscape nurseryman.

It is possible to get good practical experience by working with a landscape nursery organization, especially in horticulture, but little, if any, training in the way of designing can be acquired outside that offered in the colleges. Specialized training in a regular 4-year college curriculum is most desirable and is available at a number of colleges and universities, including Michigan State College. Because of the real need, our industry hopes to attract more students to this training program and to the landscape nursery business.

It's a Good Profession

The landscape nursery profession offers a varied and interesting occupation, which gives an opportunity to work with nature and ample opportunity for artistic expression in plan form and actual execution of projects. Many a man and woman has cast envious eyes on the landscape nurseryman as one having a business and an enjoyable hobby all in one. Probably much compensation to the landscape nurseryman comes from his satisfaction with his profession, but his mounting earnings are usually sufficient that he can enjoy life rather abundantly.

Public Confidence

Ours is a young profession, and, as such, it is important that we establish public confidence in our operations and that the term "landscape nurseryman" be applied only to those individuals or firms whose ability and scope of operations as we have outlined them here, combine to serve all the garden-minded people in these United States.

AWARDS at the Solano county fair, at Vallejo, Calif., went to two nurserymen. Mann's Nursery, Oakland, won first place for a contemporary garden featuring a patio or outdoor living area, and J. Kemmeries, Sebastopol, received first prize for his old-fashioned garden and second prize for a modern garden.

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CALIFORNIA ASSOCIATION OF NURSERYMEN

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PENINSULA CHAPTER

Pressley Neville Jones was the speaker at the July meeting of the Peninsula chapter of the California Association of Nurserymen held at the Chukker, San Mateo. Mr. Jones' subject was the insurance program adopted by the C. A. N. for the coverage of nursery operators, employees and their families.

At the plant discussion preceding Mr. Jones' talk, Maunsell Van Rensselaer, director of the Saratoga Horticultural Foundation, displayed foliage from three trees which show promise for use in California. They are Liriodendron chinense and L. formosanum, two Chinese forms of our popular tulip tree, and Liquidambar orientalis from Turkey. Fred Smith, better known as "Plantsmith," Palo Alto, displayed specimens of achimines; the dwarf agapanthus, Peter Pan, and an unusual trailing form of Sequoia sempervirens. He also pointed out the ease of growing gloxinias, either in the garden or as potted subjects under lath. Several fine specimens from his own garden were on display.

Nominating Committee

The board of directors of the Peninsula chapter, in their afternoon meeting, appointed a nominating committee, consisting of John Edwards, Palo Alto; Ernest Esch, Esch's Nursery, San Jose, and James H. Wilson, Peters & Wilson, Millbrae, to select a slate of officers for 1955-56 and report at the August meeting, to be held at Adobe Creek lodge, Los Altos. This will be a picnic barbecue meeting, and the only business transacted will be the report of the nominating committee.

The directors heard the report of Chairman Herbert Plath, H. Plath & Sons, San Francisco, on development of the chapter's display at the San Mateo fiesta. Douglas Baylis, San Francisco landscape architect and show designer, told the directors of the plan this year to integrate displays of the nurserymen, landscape architects and landscape contractors, into one large educational feature. The nurserymen will be asked to furnish plant material for all three units, the contractors to furnish construction labor and the architects to supply the designs and supervise placement.

Fiesta Effort

It is felt that this treatment will have far more impact than the previous separate scattered displays of the various organizations. The chapter directors are working as a committee with Mr. Plath, on the fiesta display.

Introduced at the regular meeting were Messrs. Hansen ond Richardson, Norsco Products Co., San Jose; Mrs. Roy Dunton, wife of the C. M. Volkman representative, and four of the personnel of the Floral Arts Nursery, San Francisco, Jack Lovdell, James Colman, Donald Dull and George Pulis. Tom Yamanaki, partner in the Bonsai Nursery, Cupertino, attended his first meeting since becoming a chapter member. It was announced that Mr. and Mrs. Walter Prehn, Floral Arts Nursery, San Francisco, enjoyed a trip to Las Vegas, Nev., all expenses paid, as a result of their winning the Bandini garden store display contest. B.

CALIFORNIA NOTES

After nearly 25 years at a corner of Bayshore and University avenues, Palo Alto, F. W. Cooley, who owns and operates the El Patio Nursery, is moving to a new location at Pulgas and Bay road, East Palo Alto. Mr. Cooley reports that the high value of the land at the old location and the fast movement of the cars on the Bayshore speedway lessen the desirability of the former site. At the new location there are being erected a salesroom and offices, a lath house and a greenhouse. There will also be ample space for the display of ornamental nursery stock. In addition to the nursery, Mr. Cooley operates a landscape construction organization.

The Palo Alto community fair is featuring for the first time a flower and nursery show. This year there will be several displays by landscape architects, commercial flower growers, retail florists and ornamental nurserymen.

Mrs. Berta Davis, mother of John Davis, Palo Alto tree surgeon and

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president of the California Arborists' Association, died suddenly July 8. She was 80 years old and had made her home with Mr. Davis for the past few years.

The B & J Nursery, with retail outlets in Redwood City and East Palo Alto, held a grand clearance sale during June. It closed its doors July 4 and will remain closed until September 1. During the closed period, all employees will be given three weeks' vacation with pay.

Latest to be added to the corps of radio garden commentators is James Kerr, Kerr Seeds, San Mateo. He will be on the air for a half hour on the local NBC outlet each Saturday morning. Mr. Kerr, who operates a retail garden supply store as well as a seed store, has been a popular garden commentator on a nonsponsored radio program of a local San Mateo station.

California horticulturists will benefit from the following contributions made to the University of California at its several research areas. By the American Cyanamid Co., thiophos and malathion, as well as two as yet unnamed products for walnut research; the Chemagro Corp., Systox for walnut research; Rohm & Haas Co., F W 293 for spider mite control studies; the Visking Corp., plastic for bed covers for strawberry soil treatment studies; the American Potash Institute, Inc., cash for leaf analysis studies; Bera Chemicals, Inc., ammonium phosphate fertilizer; Judson Nurseries, strawberry plants; Saratoga Horticultural Foundation, trees and shrubs for studies in oak root fungus control; Stukey Nursery, Oliver's Nursery and the Fowler Nursery, plants to be used in research with a number of chemicals furnished by E. I. du Pont de Nemours & Co.; Rohm & Haas Co., Dithane D-14, and Stauffer Chemical Co., vapam for avocado root rot studies; Dow Chemical Co., EDB, plus labor and equipment to establish nematode control plots, and Niagara Chemical Division, Chloro PIC.

Retail nursery sales in the bay area are universally reported to be ahead of a year ago. This is due in part to the continuing increased population, in part to higher prices on most nursery items, in part to more money in the hands of more people and, it is felt by some of the nurserymen, in part due to the continued cool summer which has encouraged folks to work in the yard.

Decorative Plant Rentals, Inc., Hayward, is owned and operated by Frank James. Mr. James formerly operated E. James & Son, one of the

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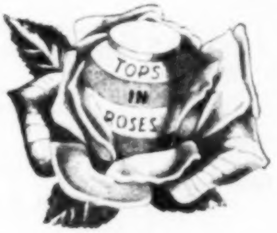

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early-day ornamental nurseries of the Oakland area. When the nursery site was sold for industrial uses, Mr. James established the rental service, which has now grown to a point where it operates over the entire bay area and has eight to 10 full-time employees. At the Hayward location there are two greenhouses for the growing and storing of the rental plants; a lath house, which is used for the same purpose, and, now under construction, a third greenhouse, which will be used for the growing and sale of planter plants.

Lyal Nickals, Hayward florist and nurseryman, is spending part of his vacation with Mrs. Nickals in the Los Angeles area at the gift show.

W. B. B.

PEACH MOSAIC MITE

A mite so small that it cannot be seen without a microscope has been identified as the carrier of peach mosaic disease by the United States Department of Agriculture. The discovery culminates a painstaking 17-year-long search for the cause underlying the spread of this destructive virus disease of peaches and other stone fruits.

With this new knowledge, department scientists can now seek ways to control the disease by controlling the mite, perhaps with chemical sprays or dusts, that can be substituted for the drastic measures currently in use—removal and destruction of all diseased trees.

Scientists of the U.S.D.A. agricultural research service who were responsible for the identification of the tiny destroyer are entomologists Laurence S. Jones and Norton S. Wilson and plant pathologist L. C. Cochran, all stationed at Riverside, Calif., where they work in cooperation with the California agricultural experiment station.

Little has been known about this mite; it may even be new to science. It was first found beneath scales of retarded leaf buds on peach and

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plum trees. The entomogolists noted that as shoot growth pushed from the buds, loosening and flaring the scales, mites were scattered on wind currents. Peach mosaic virus is transmitted as the mites transfer their feeding from infected to healthy trees.

Positive determination that this mite can carry peach mosaic came from thousands of tests with more than 100 other mites and insects. Within two weeks after transfer of the mites from diseased trees in the orchard to healthy trees in the greenhouse, the healthy trees showed symptoms of infection. The role of the mite as the virus vector was further substantiated by budding tissue from the greenhouse trees to other healthy trees. The latter also became infected.

Although peach mosaic virus is most destructive to peach trees, it also infects plums, prunes, nectarines, almonds and apricots. Identifiable symptoms of the disease are color-breaking in the blossoms of large, pink-flowered varieties; shortened internodes; mottling crossing the veins in the leaves; delayed leafing, and in some varieties rough, bumpy fruit.

OPENING of the MacKenzie Nursery at 3575 State street, Santa Barbara, Calif., was held recently. Finlay A. MacKenzie, city park superintendent of Santa Barbara, who purchased the nursery that had been operated at the location by E. O. Orpet for many years, will continue his park position, while the nursery will be managed by W. R. Hillebrand. Mr. Orpet will continue his specialized rare plant business at the rear of the property.

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Strong, 1-year seedlings, branched, 4 to 8 ins.	$25.00	$225.00
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Cotoneaster horizontalis, strong 1-year seedlings	10.00	90.00
Cotoneaster divaricata, 1-year seedlings, 6 to 8 ins.	10.00	90.00

C. HOOGENDOORN
Turner Rd. Newport, R. I.

DELPHINIUMS

DELPHINIUM BELLADONNA IMPROVED
August sown field seedlings
$4.00 per 100, $36.00 per 1000.
RUSSELL BREECE, R. 3, Delaware, O.

EVERGREENS

PIERIS JAPONICA
(Andromeda)

	Per 100	Per 1000
2 to 3 ins., T.	$8.00	$75.00

PLANE VIEW NURSERY, Newport, R. I.

EVERGREEN LINERS AND CUTTINGS
POT-GROWN AND TRANSPLANTS

	Each—Per 100	Per 1000
Arborvitae, American, dark green, 1-yr., 6 to 7 ins.	$0.22	$0.20
Arborvitae, globe Woodward, 5 to 6 ins.	.22.	.20
Arborvitae, pyramidal, 1-yr., 6 to 7 ins.	.22	.20
Juniperus Pfitzer Armstrong, 1-yr., 3 to 4 ins.	.24	.22
Juniperus chinensis Pfitzeriana, 1-yr. pots, 6 to 7 ins.	.22	.20
Juniperus chinensis Pfitzeriana, 2-yr., transplants, 6 to 9 ins.	.29	.27
Juniperus glauca Hetzi, 1-yr., 6 to 7 ins.	.20	.18
Taxus cuspidata, 2-yr., 6 to 9 ins.	.24	.22
Taxus Browni, 2-yr., 5 to 6 ins.	.24	.22
Taxus media No. 8, 2-yr., 6 to 9 ins.	.24	.22
Taxus Andersoni, 2-yr., 6 to 9 ins.	.24	.22
Euonymus alatus compactus, 1-yr., 6 to 7 ins.	.18	.16
Korean Boxwood, 1-yr., 3 ins.	.20	.18
Viburnum, leather-leaf; 1-yr. pots	.37	.35

HEAVY ROOTED CUTTINGS
From flats, rooted outside in lath house.
Delivery now.

Boxwood, Korean, hardy	$0.09	$0.08
Boxwood, sempervirens, 2 to 3 ins.	.07	.06
Euonymus alatus compactus, 5 to 6 ins., 2-yr., branched	.09	.08
Euonymus erectus, 3 to 4 ins.	.07	.06
Euonymus patens, 3 to 4 ins.	.07	.06
Juniperus chinensis Pfitzeriana, 6 to 7 ins.	.13	.12
Juniperus glauca Hetzi, 5 to 6 ins.	.11	.10
Arborvitae, pyramidal, 5 to 6 ins.	.11	.10
Arborvitae, globe, 4 to 5 ins.	.11	.10
Arborvitae, American, dark green; 5 to 6 ins.	.11	.10
Taxus Hicksi, 5 to 6 ins.	.11	.10
Taxus cuspidata, 5 to 6 ins.	.11	.10
Taxus media, spreading, 5 to 6 ins.	.11	.10
Taxus Andersoni, 5 to 6 ins.	.11	.10
Taxus media No. 8, 4 to 5 ins.	.11	.10
Taxus Browni, 4 to 5 ins.	.11	.10
Taxus Andersoni, 4 to 5 ins.	.11	.10
Taxus Hatfieldi, 4 to 5 ins.	.11	.10

Terms: 2 per cent discount and free packing for cash with order. Our stock guaranteed 100 per cent satisfactory or return within 5 days for full refund, plus full shipping charges paid.

250 plants at 1000 rate.
MIAMI NURSERY CO.
Tipp City, O.

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1500 Norway Spruce, 1500 White Spruce, in 2 to 3 ft., $1.00 each. Bare-root for spring, 1956. These are good, strong, bushy trees. Have a few 3 to 4 ft, also 18 to 24 ins. in both varieties.

FORT ATKINSON NURSERY
Fort Atkinson, Ia.

COLORADO BLUE SPRUCE

320, 4 to 7 ft. tall, well-branched to the ground and first-class specimens. Over 54 per cent blues. Row-run, $6.00 each. 370, 4 to 6 ft., 44 per cent blues; many shiners. Row-run, $4.50. Contract for them all, at $4.75 and take 2 years to move, if desired. Also have 200 specimen Black Hills, 3 to 7 ft.

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COLORADO BLUE SPRUCE
TRANSPLANTS

4-yr. (2-2), 3 to 6 ins., $50.00 per 1000
4-yr. (2-2), 6 to 10 ins., $100.00 per 1000
6-yr. (2-2-2), 12 to 18 ins., 45c each
(50 or more)
Cash with order, please. Packing free.
DECKER EVERGREEN NURSERY
Rt. 1 Cadillac, Mich.

TAXUS CAPITATA
Strong 2-year seedlings.
Seed sown lightly.
Plants grown with plenty of room in beds.
$15.00 per 100, $125.00 per 1000.
C. HOOGENDOORN
Turner Rd., Newport, R. I.

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Rooted cuttings, 6 to 10 ins., from open sandbeds, $8.00 per 100, $70.00 per 1000; 30,000 ready to go.

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115 N. Plymouth, Huntsville, Ala.

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	Per 1000
Scotch Pine, 2-yr., 2 to 4 ins.	$10.00
2-yr., 4 to 8 ins.	20.00
3-yr., 8 to 16 ins.	30.00
Austrian Pine, 2-yr., 3 to 6 ins.	20.00
Red Pine, 2-yr., 2 to 5 ins.	20.00
Norway Spruce, 2-yr., 2 to 4 ins.	15.00
Colorado Blue Spruce, 2-yr., 2 to 4 ins.	20.00
3-yr., 5 to 9 ins.	40.00

CHAPMAN'S NURSERY
553 Church St. Indiana, Pa.

JAPANESE BLACK PINE

1-year seedlings	$ 30.00 per 1000
2-year seedlings	50.00 per 1000
3-year seedlings	100.00 per 1000
4-year transplants	250.00 per 1000

3 ft., B&B, $3.00
4 to 5 ft., B&B, $5.00
BAIER LUSTGARTEN NURSERIES
Jericho Turnpike, Middle Island, L. I., N. Y.
Tel: YAphank 4-3444

STRONG ROOTED CUTTINGS

Abelias, Globe Arborvitae, Pfitzer's Juniper, Leucothoe catesbaei, Ilex microphylla, Pyracantha Lalandi, Pieris japonica, Taxus cuspidata, Taxus capitata, Taxus Hicksi, $8.00 per 100, $75.00 per 1000. Pachysandras, $3.50 per 100, $30.00 per 1000.

WESTWOOD GARDENS
54 Lane Ave. Caldwell, N. J.
Phone Ca 6-1454

EVERGREENS

To clear ground for real estate purposes. Pyramidal Arborvitae, Hemlock, White Spruce, Blue Spruce, spreading Juniper; 18 ins.

WM. K. CREASY
Espy, Pa.

POTTED LINERS, 2¼-IN.

Pfitzer Juniper, 6 to 10 ins.	$0.15
Ilex Burfordi, 6 to 10 ins.	.15
Ilex rotundifolia, 5 to 8 ins.	.12
English Ivy, 6 to 12 ins.	.10
Nandina, 5 to 8 ins.	.10

J. G. TSCHINKEL
115 N. Plymouth Huntsville, Ala.

EVERGREENS

250 Ilex convexa, 2¼-in.	$0.22
250 Juniper, Hetzi glauca, 2¼-in.	.20
200 Juniper, stricta, 2¼-in.	.20
250 Taxus Browni, 2½-in.	.20
250 Taxus cuspitata, 2½-in.	.20

LIEBHART GREENHOUSES, Norwalk, O.
All heavy second year stock.

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GROUND COVERS.

Ajuga genevensis, $5.00 per 100.
Ajugas, red-leaved, $10.00 per 100.
Ajugas, variegated-leaved, $20.00 per 100.
Hardy Baltic Ivy, $10.00 per 100.
Euonymus F. coloratus, 2-yr., $22.00 per 100.
Euonymus F. coloratus erectus, 2-yr., $15.00 and $25.00 per 100.
Euonymus F. vegetus, 2-yr., $12.00 and $22.00 per 100.

Also Sedums in variety.
HOPPERTON NURSERY
22 N. West St. Aurora, Ill.

FRESH PACHYSANDRA CUTTINGS

$7.50 per 1000, plus delivery.

A. & J. THALER
10 Hillside Ave. New York 40, N. Y.

PACHYSANDRA TERMINALIS — strong rooted cuttings, $3.75 per 100, $3.50 per 1000; $32.50 for any order of 5000 or more.

Prompt shipment. Beetle zone only.
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PACHYSANDRA TERMINALIS

Strong, 1-yr., field-grown, $65.00 per 1000.
HILLCREST GREENHOUSES, Franklin, Pa.

HARDY PLANTS

SURPLUS POPPY LIST

	Per 100
Barr's White Oriental Poppies	$22.50
Beauty of Livermore, dark crimson	20.00
Col. Bowles, deep red	35.00
Crimson Pompon, double	20.00
Curtis Giant, mahogany	22.50
Curtis Giant, salmon-pink	22.50
Helen Elizabeth, light pink	18.00
Enchantress, rose	20.00
Henri Cayeux Imp., rose-lavender	20.00
May Sadler, salmon-pink	18.00
Mrs. Perry, salmon-apricot	18.00
Pink Radiance	18.00
Salmon Glow, double	18.00
Sass Pink	20.00
Wurtembergia, dark red	20.00

25, one variety at the 100 rate.
SPRINGBROOK GARDENS, Mentor, O.

Pansies, perennials and rock plants in wide variety. Send for catalog.

PITZONKA'S PANSY FARM & NURSERY
Bristol, Pa.

HARDY PLANTS

Field-grown transplanted 1 and 2-yr. perennials for fall and spring shipping.

	Per 100
Anchusa myosotidiflora, 1-yr.	$15.00
Anemone Pulsatilla, violet; heavy, 2-yr.	20.00
Aquilegia Scott Elliott's, mixed, 2-yr.	20.00
Coreopsis Sunburst, double, 1-yr.	15.00
Campanula persicifolia, blue; 1-yr.	15.00
Doronicum caucasicum (shade), 1-yr.	15.00
Gaillardia rubra, wine-red, 1-yr.	15.00
Heuchera Rosamondi (Coral-Bells), pk.	15.00
Lilies of the Valley, pink; 2-yr. clumps	25.00
Lupine Russell, transplanted, 1-yr.	20.00
Delphinium Pacific Hybrids, 1 and 2-yr., 8 named varieties..$15.00 and	20.00
Oriental Poppies,	
Orientale, orange-scarlet	20.00
Salmon Glow, double salmon-orange	25.00
Mrs. Perry, salmon-pink, black spots	20.00
Helen Elizabeth, La France pink	20.00
Scabiosa caucasica, heavy, 2-yr.	20.00
Shasta Daisies, Charming, large single; blooms until frost, very choice	20.00
Double Beauty, ever-blooming, 1-yr.	15.00
Chiffon, dwarf, 2-yr. everblooming	15.00
Trollius, Lemon Queen	25.00
Europacur, orange hybrid	20.00
Veronica, Alba, choice white; 10-in., everblooming	15.00
Erica, pink; 10-in.	12.00
Incana, deep blue; 6-in.	12.00
Incana, deep blue; 6-in.	12.00
Primrose Pacific Strain, large flowers, mixed colors	25.00
Violet Double Russian, scented, 2-yr.	20.00
Tritoma Comet, 1-yr., July and August	15.00
Potentilla Lemon Drop (shrub), 12 to 15-in., 1-yr.	40.00

25 at the 100 rate. Cash with order.

Watch for our hardy Phlox ad with our many new varieties.

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HELLEBORUS NIGER
(Christmas Rose)
Our own grown.
3-yr. transplants.
$50.00 per 100.
$450.00 per 1000.
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Turner Rd. Newport, R. I.

FUNKIA (BLUE PLANTAIN-LILY)
4-year, field-grown,
heavy plants, 6 to 8 ins. in height.
$10.00 per 100.
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New and standard kinds.
New wholesale list now ready.
CARROLL GARDENS
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America's Best Source
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THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

TEUCRIUM CHAMAEDRYS

	Per 100	Per 1000
Strong, rooted cuttings	$6.00	$50.00

PLANE VIEW NURSERY, Newport, R. I.

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WELLER NURSERIES CO., Holland, Mich.
Write for trade list.

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HOLLY

Well-rooted, cutting-grown liners out of 3-in. pots.

Ilex cornuta rotunda	$0.35
Ilex crenata convexa bullata	.17½
Ilex crenata Helleri	.30
Ilex cornuta Burfordi	.15
Ilex opaca East Palatka	.30
Ilex Aquifolium, green	.35
Ilex Aquifolium, silver variegated	.45

Packed 35 to a box. Minimum order 3 boxes. Cash with order, please. F.O.B. Chino, Calif.

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OREGON ENGLISH HOLLIES
Cut holly. General nursery stock.
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Berkeley Gold, Blue Rhythm, Calif. Gold, Calif. Peach, Missouri, Ola Kala, Prairie Sunset, Red Dominion, Sable, Snow Flurry, Tiffanja, Venus de Milo, Wabash, War Eagle.
$1.50 per 10, $12.00 per 100.

Amigo, Blue Shimmer, China Maid, Daybreak, Golden Fleece, Mountain Sky, The Red Douglas. $1.75 per 10, $15.00 per 100.

Send for complete list of 70 varieties.
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IRISES
Send for wholesale list.
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IVIES
LARGE-LEAVED ENGLISH.
$10.00 per 100.
JACOB SCHULZ
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Strong, clean, well-rooted stock.

	Per 100	Per 1000
Rooted cuttings	$ 6.00	$55.00
2-in. pots	10.00	95.00

Can ship now or later. 25 per cent down to reserve.

STRATFORD GARDENS
Russell Breece Delaware, O.

LINING-OUT STOCK

BEDDED STOCK
1-yr. in the open.

	Per 100	Per 1000
Ilex convexa	$20.00	$180.00
Ilex rotundifolia	20.00	180.00
Sarcococca Hookeriana	25.00	....
Taxus Andersoni	20.00	175.00
Taxus brevifolia	20.00	....
Taxus Browni	17.50	150.00
Taxus canadensis stricta	17.50	....
Taxus capitata, cutting grade	25.00	....
Taxus cuspidata	17.50	150.00
Taxus Hatfieldi	17.50	150.00
Taxus Hicksi	17.50	150.00
Taxus intermedia	17.50	150.00

SEEDLINGS AND TRANSPLANTS

Abies Douglasi, 2-yr., S.	4.00	35.00
Abies Nordmanniana, 1-yr., S.	10.00	90.00
Acer palmatum, 1-yr., S.	6.00	50.00
Acer palmatum, 2-yr., S.	7.50	65.00
Acer palmatum atropurpureum, 1-yr., S.	22.50	200.00
Ampelopsis Veitchi, 2-yr., T.	15.00	125.00
Chamaecyparis obtusa, 2-yr., S.	3.00	25.00
Cornus florida, 1-yr., S.	6.00	50.00
Cornus florida, 2-yr., S.	7.50	65.00
Cornus xanthrocarpa, 2-yr., S.	20.00	150.00
Cupressus Lawsoniana, 2-yr., S.	5.00	40.00
Euonymus alatus, 1-yr., S.	3.50	30.00
Euonymus alatus compactus, 1-yr., S.	5.00	40.00
Ilex crenata, 2-yr., S.	10.00	90.00
Picea canadensis, 2-yr., S.	3.50	30.00
Picea Engelmanni, 3-yr., S.	5.00	40.00
Picea excelsa, 2-yr., S.	2.50	20.00
Picea pungens, 2-yr., S.	3.50	30.00
Pinus austriaca, 2-yr., S.	7.00	60.00
Pinus densiflora, 3-yr., S.	7.00	60.00
Pinus Mugo, Tyr., 3-yr., S.	6.50	60.00
Pinus resinosa, 3-yr., S.	7.00	60.00
Pinus Strobus, 3-yr., S.	4.50	40.00
Pinus sylvestris, 3-yr., S.	6.00	50.00
Pinus Thunbergi, 3-yr., S.	6.50	60.00
Syringa vulgaris, 2-yr., S.	4.00	30.00
Taxus capitata, 1-yr., S.	5.00	40.00
Taxus capitata, T., 1-yr., S.	6.00	150.00
Taxus capitata, T., 2-yr., S.	16.00	150.00
Tsuga canadensis, 2-yr., T.	9.00	80.00
Viburnum theiferum, 1-yr., S.	10.00	90.00

HEAVY, FIELD-GROWN STOCK

Bare-root and ready for Cloverset pots and cash-and-carry trade

	Per 100
Acer palmatum atropurpureum, 15 to 18 ins.	$400.00
Cornus florida, 2 to 3 ft., bushy	80.00
Cornus florida rubra, 18 to 24 ins.	125.00
Cornus Kousa, 3 to 4 ft.	100.00

The above stock has been several times transplanted. Special price on large quantities. Full list on demand.

VERKADE'S NURSERIES, Wayne, N. J.

LINING-OUT STOCK
Fall, 1955—Spring, 1956
Potted and transplanted stock under lath.

	Per 100
Buxus sempervirens, 2¼-in. pots	$17.50
Canadian Hemlock, 3-yr., T.,	
12 to 15 ins.	37.50
15 to 18 ins.	45.00
Cotoneaster divaricata, 2-in. pots	17.50
Cotoneaster Wilsoni, 2-in. pots	27.50
Cotoneaster Zabeli, 2-in. pots	17.50
Euonymus erectus, 2-in. pots	17.50
Pyracantha coccinea pauciflora, 2-in. pots	22.50
Pyracantha Royleana, 2-in. pots	22.50
Taxus cuspidata, 1-yr., 2-in. pots	17.50
1-yr., 2¼-in. pots	20.00
2-yr., 2¼-in. pots	22.50
3-yr., 2¼-in. pots	27.50
2-yr., T., 6 to 8 ins.	37.50
Taxus Hicksi, 1-yr., 2-in. pots	17.50
1-yr., 2¼-in. pots	20.00
2-yr., T., 6 to 8 ins.	37.50

We will be pleased to have you visit our nursery, located 25 miles west of Dayton, O., on Route 35.

Order now for fall, 1955, and spring, 1956 delivery.

FLORAL GARDENS, EATON, O.

PYRACANTHA COCCINEA LALANDI

Hardy stock from selected fruiting plants.

	Per 100
Rooted cuttings, stg. 1-yr., 4 to 6 ins.	$12.50
2¼-in. pots, T., 6 to 8 ins., branched	22.50
3-in. pots, TT., 8 to 10 ins., branched	32.50

PYRACANTHA KASAN, dwarfer form of above

Rooted cuttings, stg. 1-yr., 4 to 6 ins.	12.50
3-in. pots, TT., 8 to 10 ins., branched	32.50

TEUCRIUM CHAMAEDRYS

Strong rooted cuttings, 3 to 4 ins.	7.50

Immediate shipment. Free packing for cash.
BABCOCK GARDENS
Rt. 3 Jamestown, N. Y.

EUONYMUS LINERS
Patens Newport, Carrierei and erecta.
2-in. pots, 10c; 2-yr., T., 20c; 3-yr., T., 30c.
Coloratus, 2-in. pots, 10c.
Also Juniperus glauca Hetzi, 2½-in. pots, 18c.
RUSSELL BREECE, R. 3, Delaware, O.

LINING-OUT STOCK—*Continued*

LINING-OUT STOCK

	Per 100	Per 1000
Ilex crenata, seedling grown, 4-yr., XX, field, heavy	$40.00	$350.00
Ilex crenata, seedling grown, 3-yr., X, bed-grown	12.00	90.00
Ilex convexa bullata, 2-yr., X, field bed	25.00	200.00
Pieris japonica, 3-yr., XX, field bed	45.00	420.00
Pieris japonica, 2-yr., XX, field bed	35.00	320.00
Pieris japonica, 1-yr., X, flats	15.00	140.00

2 per cent discount, cash with order.
Free packing.
BROOKFIELD GARDENS
U. S. Rt. 46 Delaware, N. J.

EVERGREEN LINERS

Junipers	Per 100
1500 Pfitzer, 4-yr., XX, heavy, sheared, 12 to 15 ins.	$55.00
5000 Pfitzer, 3-yr., XX, 9 to 12 ins.	40.00
300 Pfitzer Golden, 3-yr., XX, 8 to 10 ins.	35.00
200 Hetz, 4-yr., XX, heavy, 15 to 18 ins.	60.00
500 Andorra, 3-yr., XX, 9 to 12 ins.	35.00

Deduct 10 per cent for shipment this fall or cash with order.
DAMASCUS NURSERIES
Damascus, O.

LINING-OUT STOCK.

Ilex convexa bullata, 1-year	$150.00 per 1000
Ilex convexa bullata, Bed-grown, 2-year	250.00 per 1000
Ilex convexa bullata, Field-grown, 3-year, bushy.	75.00 per 100
Canadian Hemlock, field-grown, 14 to 18 ins.	75.00 per 100
Taxus cuspidata, Hicksi, capitata, 12 to 14 ins.	50.00 per 100
14 to 18 ins.	75.00 per 100
18 to 24 ins.	125.00 per 100

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516 Stevens Ave. Ridgewood, N. J.

Quick — Convenient — Cheap!
Selling through the Classified Ads
of the American Nurseryman.

PEONIES

PEONIES FOR NURSERYMEN LANDSCAPE GARDENERS AND FLORISTS

Strong 3 to 5-eye, healthy divisions, from 3-yr. plants that have not been used for commercial cut flowers. You are "SURE" with Cottage Gardens Peonies.

	Each, 10	100
BARONESS SCHROEDER, soft white	$0.50	$0.45
EDULIS SUPERBA, early pink	.40	.35
FELIX CROUSSE, rich red	.50	.45
FESTIVA MAXIMA, early white	.50	.40
FRANCES WILLARD, white	.50	.45
INSPECTEUR LAVERGNE, early crimson	.55	.50
LE CYGNE, rates 9.9, creamy white	1.10	1.00
MME. DE VERNEVILLE, early white	.40	.35
MARIE CROUSSE, soft salmon-pink	.50	.45
MONS. JULES ELIE, early pink (strictly healthy)	.45	.40
MONS. M. CAHUZAC, early maroon	.70	.65
OFFICINALIS RUBRA FL. PL.	.60	.50
REINE HORTENSE, soft pink, wonderful	.45	.40
SOLANGE, amber and cream	.60	.55
SARAH BERNHARDT, rich pink	.45	.40
JAPANESE AND SINGLES		
MIKADO, red, yellow center	.65	.60
MR. G. F. HEMERIK, enormous pink	.65	.60
SOSHI, cup-shaped rich red, yellow center	.65	.60
SURUGU, similar to above	.65	.60
PRIDE OF LANGPORT, pink, single	.65	.60
ROSY DAWN, white single	.65	.60

Many other varieties in doubles, Japanese and singles, also **TREE PEONIES**. Ask for complete list. Approved credit: 2 per cent 10, 20 days net. 3 per cent cash with order.
THE COTTAGE GARDENS
Lansing 17, Mich.

PEONIES.

Large 3 to 5-eye divisions. F.o.b. Concordville, packing extra. Special prices will be made for large quantities.

		Each, per 1000
3,500	Avalanche	35c
2,400	Bayadere	20c
3,500	Edulis Superba	18c
2,000	Felix Crousse	35c
7,000	Festiva Maxima	30c
2,000	Inspecteur Lavergne	40c
1,200	Laura Dessert	20c
15,000	M. Jules Elie	25c
1,500	Modeste Guerin	30c
1,500	Reine Hortense	30c
4,000	Richard Carvel	40c
1,200	Therese	35c
5,000	Pink	17c
6,000	Akashi-gata	18c
3,600	Mikado	30c
2,500	Single, named varieties	25c
2,500	Saunders Hybrids, senstional new shades, ask for list.	

STYER'S NURSERIES
Concordville, Pa.

PEONIES	Per 10	Per 100
Brand's Magnificent, red	$0.55	$50.00
Grover Cleveland, red	.50	45.00
Longfellow, red	.50	45.00
Mary Brand, red	.50	45.00
Richard Carvel, red	.65	60.00
Martha Bulloch, pink	.65	60.00
Mons. Jules Elie, pink	.45	40.00
Phyllis Kelway, pink	.55	50.00
Sarah Bernhardt, pink	.45	40.00
Red and Pink, to color	.30	25.00

Strong 3 to 5 eye ready September 1.
Cash. Free packing.
WHEELOCK WILSON NURSERY
Marshalltown, Ia.

TREE PEONIES

Yearling grafts of named varieties, regularly $15.00 per 10, $125.00 per 100. Deduct 8 per cent on August orders. Send 25 per cent deposit. Late fall delivery. White, pink, red. purple.
ATHA NURSERY, West Liberty, O.

PEONIES

Large 3 to 5-eye divisions, from 3-year-old block, $30.00 per 100, F.O.B. here. Varieties: Felix Crousse, Karl Rosefield, red; festiva maxima. white; edulis superba, pink.
GILBERTSON NURSERY, Kindred. N. D.

More customers for you!
Over 8,000 subscribers, all active buyers, see your ad in the American Nurseryman.

RHODODENDRONS

OWN-ROOT HYBRID RHODODENDRONS

We are specializing in the rooting and growing of hybrid Rhododendrons.

We offer for sale as of September 1, in variety, fine healthy bushy plants of excellent color from 12 to 24 ins. in red, white, pink, lavender and purple.

Let us know your needs or better still visit us at our nurseries.
EAST NORTHPORT NURSERIES
415 Clay Pitts Rd.
East Northport, L. I., N. Y.
Phone Forest 8-7240

RHODODENDRON MAXIMUM

Nursery-grown and collected. 2 to 7 ft. high. Well-shaped, symmetrical plants.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

RHODODENDRON HYBRIDS

1-year, field-grown grafted plants imported from Holland in the spring. $75.00 per 100, $350.00 per 500, $650.00 per 1000 lot. List of varieties on demand.
VERKADE'S NURSERIES, Wayne, N. J.

ROSEBUSHES

THORNY ROSA MULTIFLORA

We will now book orders for fall or spring delivery.

2 to 3 mm. caliper	$10.00 per 1000
3 to 6 mm. caliper	16.00 per 1000
6 to 12 mm. caliper	30.00 per 1000
Bed-run, 2 mm. up	12.50 per 1000

10 per cent off on orders of 10,000 or more. No packing charge. F.O.B. Vandalia, Ill.
MESTEL NURSERY
Route 2
Vandalia, Ill.

MULTIFLORA ROSE

12 to 18 ins., $28.00 per 1000.
18 to 24 ins., $48.00 per 1000.
MRS. R. L. ROBINSON, Greenville, Ga.

SEEDS

LAWN SEED

Wholesale prices. Lowest in years.

	50 lbs.	100 lbs.
Landscape Gardeners' Mixture	$26.50	$51.00
Cemetery Mixture	30.00	58.00
Athletic Field Mixture	23.00	44.00
Shady Mixture	24.50	47.00

F.O.B. New York. 300 lbs. shipped freight paid. Write for complete list which shows contents of above and other formulas, as well as prices for individual grasses.
HERBST BROTHERS
SEEDSMEN, INC.
678 Broadway New York 12, N. Y.

SEEDS

Order now to insure delivery of 1955 crop Colorado Douglas Fir, $9.50 and Colorado Blue Spruce, $8.50. Quantity prices on request. Postage paid if cash with order.
WESTERN EVERGREENS
14355 W. 44th Ave. Golden, Colo.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

SHRUBS AND TREES

FORSYTHIAS.	Per 100	Per 1000
Lynwood Gold, 2½ to 3 ft., 2 to 4 shoots	$35.00	$300.00
4 to 5 ft., strong, bushy plants	60.00	550.00
5 to 6 ft., strong, bushy plants	75.00	675.00
Spring Glory, 2½ to 3 ft., 2 to 4 shoots	30.00	.....

KLUIS' NURSERIES, Pompton Plains, N. J.

POTTED GRAFTS, 1-YEAR	Per 100	
Acer palmatum atropurpureum	$75.00	
Fagus sylvatica atropurpureum	75.00	
Pinus parviflora glauca	65.00	
Pinus Cembra	65.00	
Tsuga canadensis Sargenti	65.00	
Wistaria multijuga, lavender	50.00	
ROOTED CUTTINGS, BEDDED 1-YEAR	Per 100	Per 1000
Azalea Hino-Crimson	$15.00	$125.00
Azalea Hinodegiri	15.00	125.00
Pieris japonica	15.00	125.00
Buxus sempervirens	10.00	90.00
Euonymus patens	10.00	....
Ilex bullata	10.00	85.00
Ilex crenata	10.00	90.00
Ilex rotundifolia	12.00	100.00
Juniper, Andorra	12.00	100.00
Juniper, communis aurea	12.00	....
Juniper, Hetz	12.00	100.00
Juniper, hibernica	10.00	....
Juniper, Pfitzer	12.00	100.00
Juniper, stricta	12.00	100.00
Pachysandras	4.00	35.00
Pyracantha Lalandi, potted	15.00	....
Pyracantha Lalandi	8.00	....
Retinospora plumosa aurea	10.00	90.00
Retinospora plumosa globosa	10.00	90.00
Taxus brevifolia	10.00	90.00
Taxus cuspidata	10.00	90.00
Taxus Hatfieldi	10.00	90.00
Taxus Hicksi	10.00	90.00
Taxus repandens	12.00	....
Thuja globosa compacta	10.00	90.00
Thuja globosa Woodwardi	10.00	90.00
Thuja Geo. Peabody	10.00	....
Thuja pyramidalis	10.00	....
Thuja nigra	10.00	90.00
Thuja Vervaeneana	10.00	....
TRANSPLANTS		
Azalea Hinodegiri, 2-yr., trans.	30.00	....
Azalea Hino-Crimson, 2-yr., trans.	30.00	....
Thuja occidentalis	10.00	90.00
Picea excelsa	6.00	50.00
Picea pungens glauca	7.00	60.00
Picea, White Spruce	6.00	50.00
Tsuga canadensis, 5 to 8 ins.	10.00	95.00
Tsuga canadensis, 8 to 10 ins.	15.00	140.00
Tsuga canadensis, 10 to 12 ins.	20.00	190.00
1-YEAR SEEDLINGS		
Acer palmatum	4.00	35.00
Euonymus alatus compactus	5.00	40.00
Fagus sylvatica	7.00	65.00
Taxus capitata	5.00	40.00
Taxus capitata, transplants	6.00	50.00
2-YEAR SEEDLINGS		
Douglas Fir	4.00	35.00
Ilex crenata	4.00	35.00
Taxus capitata	8.00	70.00
Taxus capitata, transplants	10.00	90.00
Thuja orientalis	3.50	30.00
Wistaria sinensis	5.00	....
Syringa vulgaris	3.50	30.00
3-YEAR SEEDLINGS		
Balsam Fir	4.00	35.00
Picea excelsa	3.50	25.00
Picea pungens glauca	4.00	35.00
Picea rubens, transplants	6.00	50.00
Picea, White Spruce	3.50	25.00
Pinus densiflora	5.00	40.00
Pinus Mugho Tyrolean, transplants	6.00	50.00
Pinus Strobus	3.50	25.00
Pinus sylvestris	3.50	25.00
Tsuga canadensis	6.00	50.00
Tsuga caroliniana, transplants	10.00	....

VAN DINE NURSERY
Berdan Ave. Preakness, N. J.

SHRUBS AND TREES

Ilex cornuta, 3½-in. pots, 2-yr. transplants, 12 to 18 ins., very nice, 60c. Ilex Burfordi, 3-in. pots, 2-yr. transplants, 10 per cent with berries (this variety the most prolific bearer of red berries), 50c. Pyracantha coccinea Lalandi, 3-in. pots, bushy, 10 per cent with berries, 50c. American Holly, 2-yr. transplants, 15 to 18 ins., 4-in. pots, 60c. English Holly, 3-yr. transplants, 22 to 28 ins., 6-in. pots, $1.25. Variegated Holly, 3-yr. transplants, 12 to 18 ins., $1.15. Plants delivered free within 50 miles in flats of 24. Birch Betula papyrifera, in 3 gal. containers, 6 to 7 ft., in full growth, $1.50. Flowering Crab, Peach and Plum, all varieties, in 2 gal. containers, in full growth, $2.00. Balsam Fir, 12 to 24 ins., in 2 gallon containers, $2.00.

Cash and carry less 15 per cent on $100.00 or more.
SPRING LAKE FARMS, INC.
60 Wall Church Rd. Belmar, N. J.
Phone: GIbson 9-6858

EVERGREENS, B&B, ETC.

	Each
2200 American Arborvitae, 2 to 3 ft.	$1.95
1100 American Arborvitae, 3 to 4 ft.	2.95
300 American Arborvitae, 4 to 5 ft.	3.50
1345 Andorra Juniper, 18 to 24 ins.	2.00
540 Andorra Juniper, 2 to 2½ ft.	2.50
300 Andorra Juniper, 2½ to 3 ft.	3.00
1900 Pyramidal Arborvitae, 2 to 3 ft.	2.25
2000 Pyramidal Arborvitae, 3 to 4 ft.	2.50
1130 Pyramidal Arborvitae, 4 to 5 ft.	3.00
DOGWOOD, WHITE FLOWERING	
1800 3 to 4 ft., well-branched	2.25
900 4 to 5 ft., heavy, well-branched	2.50
760 5 to 6 ft., heavy, well-branched	3.25
300 6 to 7 ft., heavy, well-branched	4.25

Above stock, well-trimmed, heavy and growing in finest balling soil. You all come and see us, but let us know you are coming.
Bernard Wherry, Prop.
WHERRY'S NURSERIES, St. Marys, W. Va.

LINERS

TERMS: 2 per cent discount for cash with order, plus **FREE PACKING.** Usual terms, net 30 days. Cost of packing extra. No C.O.D.

All stock offered is subject to prior sale.

The following is what we have in 2½-in. rosepots, which can be shipped now or reserved for fall shipment. These plants are well established now. Real nice plants.

	1 to 300 Each	300 or more Each
700 Juniperus squamata meyeri	$0.20	$0.18
300 Euonymus patens LL	.18	.15
850 Buxus sempervirens	.15	.12
150 Ilex crenata convexa	.17	.15
200 Ilex crenata rotundifolia	.17	.15
700 Pyracantha Lalandi	.20	.18
800 Mahonia Aquifolium	.20	.18

The following list we will have to offer this coming spring, 1956, out of 2½-in. rosepots.

BOOK YOUR ORDER EARLY

	1 to 100 Each	100 to 1000 Each
Ilex opaca femina (Teas)	$0.35	$0.30
Ilex opaca femina (Croonenburg)	.35	.30
Ilex crenata convexa	.17	.15
Ilex crenata rotundifolia	.17	.15
Magnolia soulangeana nigra	.30	.25
Juniperus Pfitzeriana	.22	.20
Juniperus excelsa stricta	.20	.17
Juniperus glauca Hetzi	.20	.17
Juniperus Iris fastigiata	.20	.17
Juniperus squamata Meyeri	.20	.17
Euonymus radicans (Sarcoxie)	.20	.17
Euonymus patens	.18	.15
Euonymus Newport	.18	.15
Pyracantha Lalandi	.20	.18

Upon request we will quote you large quantity bare-root liners out of the propagating bed.

PEACE & SON NURSERY
Highway 59 North, P.O. Box 304
Phone 5511 Siloam Springs, Ark.

1000 SHADE TREES

$1.50 to $5.00
Lake City Elms
Chinese Elms
Silver Maples
Thornless Honey Locust
White or green Ash
Mountain Ash, 5 to 15 ft.
300 Honeysuckle, 4 to 5 ft., 75c each.
Russian Olive, 5 to 8 ft., $1.00.
LEO HORNBACH NURSERY
North Garden Ave. and Lake St., Rt. 20
Roselle, Ill.

Abelia grandiflora, Euonymus coloratus, Pedilanthus, $12.50 per 100. Euonymus japonicus, hardy Ivies, Flowering Pomegranates, $15.00 per 100. These are medium to large, 2 to 3-in. pots.

Escott's, Fort Smith, Ark.

CORNUS FLORIDA

(White flowering Dogwood)
Fine, well-branched plants.
3 to 3½ ft., $150.00 per 100.
3½ to 4½ ft., $200.00 per 100.
KLUIS' NURSERIES, Pompton Plains, N. J.

VIBURNUM CARLESI

This is the first time since the beginning of the war that we have been able to offer a supply of Viburnum Carlesi seedlings. All these years we have not been able to buy any seed and still cannot, but can offer these seedlings because we have our own seed by this time. We offer the following for spring, 1955:

Strong, 2-yr. seedlings	Per 100	Per 1000
4 to 6 ins.	$15.00	$125.00
6 to 8 ins.	20.00	175.00
8 to 12 ins.	30.00	250.00

Transplants, branched, mail-order size, 12 to 18 ins., $75.00 per 100.

C. HOOGENDOORN
Turner Rd. Newport, R. I.

NORWAY MAPLES

We specialize in shade trees. Write for our list of Norway Maple, Silver Maple, Wisconsin Weeping Willow, Dwarf Red-leaved Maple, etc. Our B&B evergreens and shrubs are securely hand-sewn; burlap is never tied or pinned. This assures more successful transplanting. Most popular flowering shrubs available too.

WARRINGTON & SON, INC.
Box 146 Greenwood, Del.

LINING-OUT STOCK

	Per 100
Euonymus alatus, 8 to 10 ins.	$20.00
Euonymus alatus compactus, 8 to 10 ins.	20.00
Spiraea Anthony Waterer, transplants, 6 to 8 ins.	15.00

List of other liners ready September.
JOHN BOS NURSERY, Clyde, O.

VIBURNUM

Viburnum tomentosum plicatum grandiflorum, this is the improved so-called Japanese Snowball. The beautiful pure white, ball-shaped flowers are sometimes as large as 4 ins. across. Is very floriferous and undoubtedly a first-rate plant. 15 to 18 ins., $75.00 per 100.

KLUIS' NURSERIES, Pompton Plains, N. J.

PHILADELPHUS NORMA

One of the finest of the single flowering varieties. Very large white flowers, 2 ins. across. Received an award of merit of the R. H. S. of Great Britain. Strong, bushy plants, 2 to 3 ft., $45.00 per 100.

KLUIS' NURSERIES, Pompton Plains, N. J.

BERBERIS THUNBERGI ATROPURPUREA

(Red-leaved)

Strong, bushy plants, 15 to 18 ins., $25.00 per 100; 18 to 24 ins., $35.00 per 100.

KLUIS' NURSERIES, Pompton Plains, N. J.

Classified Ads Offer Maximum
Results at Minimum Cost.

VINES

VINES

CLEMATIS, Jackmani and Ernest Markham, 4-in. pot plants. No. 1 stock. Fall or spring shipment. Write for quotations. Any quantity.

The D. S. GEORGE NURSERIES
Phone: Fairport 913-F-6 Fairport, N. Y.

HONEYSUCKLES

Lonicera japonica Halliana, extra-heavy No. 1, 3 and 4-year, 18 to 24-in. field plants, 3 to 4 leads, $40.00 per 1000; lighter grade, $30.00 per 1000; sample 100, $4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: 500W5.

ROBINSON NURSERY CO., Greenville, Ga.

MISCELLANEOUS

PEONIES, LILACS

PEONIES, 3 to 5-eye divisions; prices per 10. Couronne d'Or, Solange, $3.50; Jubilee, Baroness Schroeder, Milton Hill, $4.50; Martha Bulloch, Mrs. Edward Harding, Therese, $6.00; Myrtle Gentry, $7.00.

FRENCH LILACS, choice varieties, heavy, 2 to 3 ft., $7.50 per 10, 3 to 4 ft., $10.00 per 10.

If you are interested in quantities of 100 or more, write us for special prices.

Cash with order, please.
HARRY FRANKLIN BAKER, INC.
1910 N. Eustis St. Paul 8, Minn.

VINES AND LILY BULBS

Silver Lace-Vine	$0.12 each
Umbellatum Lily bulbs	
Large size	.12 each
Medium	.08 each

WHITE-MILLWOOD GARDENS
Pine City, Minn.

WANTED

WANTED

EVERGREEN LINERS
Will trade one herd of Chinchillas
consisting of 12 animals
and 5 aluminum cages
for $1500.00 worth of evergreen liners.

VALLEY GARDENS, INC.
Accord, N. Y.

CHRISTMAS TREES WANTED

Need good sheared or No. 1 Scotch Pines, Spruce (Blue, White or Norway, also B&B), Douglas Fir and Balsams, in truck loads, or will buy plantation. From 5½ to 9 ft.

Joe Sampliner, Broker
LORAIN GARDEN SUPPLY CO.
7982 Lorain Ave. Cleveland 2, O.
Days: Melrose 1-3144; Eves.: Olympic 1-1744

WANTED

American Linden, B&B
3 to 6-in. caliper.
Delivery fall 1955 or spring 1956
Approximately 10.
UNIVERSITY OF NEBRASKA
Purchasing Dept.
11th and R St. Lincoln, Neb.

WANTED

Spring 1956
Pink Dogwoods, 6 to 8 ft.
THE PETER CASCIO NURSERY
2600 Albany Ave. West Hartford 7, Conn.

SUPPLIES AND SERVICES

FERTILIZERS

SOLUBLE FERTILIZERS

PETERS SPECIAL, 20-20-20, general purpose fertilizer.

PETERS SPECIAL, 21-7-7, azalea special, chelated iron.

$6.00 per 25-lb. bag, $20.00 per 100 lbs.
F.O.B. Allentown, Pa.
ROBERT B. PETERS CO.
739 N. 7th St. Allentown, Pa.

Quick — Convenient — Cheap!
Selling through the Classified Ads
of the American Nurseryman.

FLATS

PRESERVATIVE TREATED FLATS

Made from a good grade of southern Pine, dipped in "Rot Not" wood preserver for longer life.

Standard specifications, inside measurements.

16x12x2¾	$20.38	20 x14x3¾	$31.07
16x14x3¾	27.06	22⅝x15x2¾	30.49
20x14x2¾	26.61	22⅝x15x3¾	35.35

Plant boxes, 15x5x5, $17.00. Sides and bottoms of masonite. All prices per 100. Other sizes quoted on request. Priced F.O.B. Birmingham, Ala. We are manufacturers, not jobbers. Our quality guaranteed. Prompt shipment on any quantity. Mixed shipments of flats, plant boxes and spray boards. Write for our price list on these items. Attach check.

HIGHTOWER BOX & TANK CO.
P. O. Box 1449 Birmingham, Ala.

MINNESOTA WHITE CEDAR FLATS.

Order by No.	Wt. Per 100	Price per 100
No. 1, 14x20x2¾	320	$25.00
No. 2, 14x20x3¾	400	29.00
No. 3, 12x16x2¾	260	19.00
No. 4, 12x16x3¾	275	22.50
No. 5, 14x16x2¾	275	21.50
No. 6, 14x16x3¾	290	25.50
No. 7, 15x22⅝x2¾	380	28.50
No. 8, 15x22⅝x3¾	425	33.00
No. 9, 11¼x22⅝x2¾	320	23.00
No. 10, 11¼x22⅝x3¾	400	26.75
No. 11, 14x16x5	450	30.00
No. 12, 5x11x5	160	16.00
No. 13, 5x16x5	215	18.50
Plant boxes, 5x8½x2⅜	45	5.00

All other sizes quoted on request.

5 per cent discount on orders of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are ⅝-in. thick; ends are ¾-in. Plant boxes are thinner.

All material surfaced on one side.

Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, $1.00, plus ¾c per piece for the first 1000 ends. ½c per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check.

H. C. HILL & SONS, Cook, Minn.

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure. $38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., $3.50 per bdl.
50 pcs. to bundle, 5 ft., $4.50 per bdl.
50 pcs. to bundle, 6 ft., $5.50 per bdl.
Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, Ohio

LABELS

DAHLIA OR TREE LABELS

Priced per 1000	Plain	Painted
3½x⅝ ins., notched (not wired)	$2.50	$3.00
3½x⅝ ins., wired (copper)	3.30	4.10
POT LABELS		
4x⅝ ins. (cartons 1000 each)	3.30	3.95
5x⅝ ins. (cartons 1000 each)	3.60	4.30
6x⅝ ins. (cartons 1000 each)	3.90	4.85
8x⅝ ins. (cartons 500 each)	6.00	7.20
10x⅝ ins. (cartons 500 each)	7.00	8.50
GARDEN STAKES		
Price per carton.		
8x ⅞ ins. (cartons 250 each)	2.50	3.00
10x ⅞ ins. (cartons 250 each)	2.75	3.25
12x1⅛ ins. (cartons 100 each)	1.75	2.00

EVERMARK PENCILS

The original label marker. 1 doz. 7-in. pencils per box, $1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."
YOHO & HOOKER
Youngstown 2, O.

ORCHID SUPPLIES

OSMUNDA, fresh "live" fiber; dark mixed; light, $8.00; 2 bales, $15.00. F.O.B. Fla. Two bales shipped as cheaply as one.

WIRE STAKES, No. 10 ga. galvanized wire.

	Per 100	Per 1000	Per doz.
14 ins.	$2.80	$24.00	$0.35
18 ins.	3.60	30.00	.45
24 ins.	4.80	40.00	.60

SPARKLAPAK, for packing blooms. Easy to use; does not mat or pack down. Enhances the beauty of your blooms.

70c per lb., $6.25 per 10 lbs.

Priced F.O.B. Subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.
2407 N. Main St. Houston 9, Tex.

PLANT TUBS

UTILITY PLANT TUBS
Made from New England White Pine

	F.O.B. New Hampshire Per 100		F.O.B. Chicago Per 100	
Size	Green	White	Green	White
7 x 7 ins.	$ 77.50	$ 85.00	$ 85.00	$ 92.50
8 x 5 ins.	72.50	80.00	80.00	87.50
8½x 6½ ins.	75.00	82.50	82.50	90.00
8 x 8 ins.	80.00	87.50	87.50	95.00
9 x 6 ins.	77.50	85.00	85.00	92.50
9 x 9 ins.	85.00	92.50	95.00	102.50
10½x 6½ ins.	85.00	92.50	95.00	102.50
10 x 9 ins.	92.50	100.00	107.50	115.00
11 x 7 ins.	85.00	92.50	100.00	107.50
12 x 7 ins.	92.50	100.00	107.50	115.00
12 x 9 ins.	110.00	117.50	130.00	127.50
12 x11 ins.	145.00	152.50	165.00	172.50
14 x 8 ins.	150.00	157.50	170.00	177.50
14 x13 ins.	175.00	182.50	195.00	202.50

ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.
Phone: Monroe 6-3082

SPHAGNUM MOSS

1955 CROP NO. 1 SPHAGNUM MOSS

Large burlap bales, long fibered, clean, firmly packed; bale, $1.30. Quantity prices.

JOSEPH JAMROS, CITY POINT, WIS.

STAKES

BAMBOO CANE STAKES
Dyed green, pencil thickness.
Packed 2000 per bale

	Per 1000	Per bale
1½ ft.	$ 3.50	$ 6.00
2 ft.	4.50	8.00
2½ ft.	5.50	10.00
3 ft.	7.00	13.00
3½ ft.	8.50	16.00
4 ft.	9.50	18.00
5 ft.	12.50	24.00

6 ft., per bale of 500, $10.00.

SPLIT BAMBOO, DYED GREEN

	Per 1000	Per bale (5000)
12 ins.	$2.50	$10.00
15 ins.	3.50	15.00
18 ins.	4.50	20.00
24 ins.	5.50	25.00

F.O.B. CHICAGO

Quantity discounts: 10 bales up, less 5 per cent; 25 bales up, less 10 per cent.

ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.

NBS
IMPORTED BAMBOO STAKES

Specially selected and prepared for use in staking heavy plants. Only the bottom cuts of bamboo are used, and ends are cut close to a joint to reduce splitting and decay.

	Per bale
4 ft. (½ to ⅝-in. dia.), 500 per bale	$24.50
5 ft. (⅝ to ¾-in. dia.), 250 per bale	20.50
6 ft. (⅝ to ¾-in. dia.), 200 per bale	20.00
7 ft. (¾ to ⅞-in. dia.), 150 per bale	19.00

Generous quantity discounts: 5 bales up, less 10 per cent; 10 bales up, less 15 per cent. 25 bales up, less 20 per cent. Bale lots only.

F.O.B. New York. Immediate shipment.

McHUTCHISON & CO.
95 Chambers St. New York 7, N. Y.

CYPRESS PLANT STAKES
50 Pieces to Bundle

1x1-in.—3 ft., pointed	$3.00 per bundle
1x1-in.—4 ft., pointed	3.50 per bundle
1x1-in.—5 ft., pointed	4.50 per bundle
1x1-in.—6 ft., pointed	5.50 per bundle
1x1-in.—7 ft., pointed	7.00 per bundle

These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!
YOHO & HOOKER
Youngstown, O.

HEAVY BAMBOO STAKES

Per 100	½ to ⅝-in.	⅝ to ¾-in.	¾ to 1-in.
4 ft.	$2.88	$3.44	$4.24
5 ft.	3.60	4.30	5.30
6 ft.	4.32	5.16	6.36
7 ft.	5.04	6.02	7.42
8 ft.	5.76	6.88	8.48

2000 up, less 5%; 5000 up, less 10%.

A. C. PATTERSON, Centertown, Ky.

STAKES, GALVANIZED HARD STEEL.
Galvanized Wire.
Prices and samples sent upon request.
SCHUPP SUPPLY CO., Wilmette, Ill.

FIRMS IN COOPERATIVE PUBLIC RELATIONS PROGRAM

Five retail nurseries at Newark, N. Y., have formed an organization called the Gardening Council, with Paul Newton as chairman of the board of directors. The presidents of the five companies constitute the board of directors. The five companies are Empire Nursery Products Co., Inc., Henry Robbins, president; Knight & Bostwick, Richard Vickery, president; William C. Moore & Co., John Keane, president; Quaker Hill, Inc., Charles Pulver, president, and C. W. Stuart & Co., Arthur Christy, president. Headquarters for the organization will be at 130 East 59th street, New York 22, N. Y.

Following the trend in industries to promote their products and services the Gardening Council was formed for the purpose of disseminating information on nursery products to consumer and nursery groups and other interested parties. It will utilize the combined facilities of the member corporations to make better known the progress which is being made in the growing and shipping of nursery products, as well as provide the homeowner with information to aid him in planting and maintaining his home grounds.

It is planned to prepare and distribute literature to garden groups and homeowners; make a movie on landscaping to be shown on television as a public service to homeowners; write radio scripts for local commentators, which will give the homeowner advice on planning, planting and caring for his grounds; assemble a press kit for garden editors, which will give them in one package enough information and photographs to enable them to cover all aspects of home gardening; write articles on new developments in plant propagation for trade publications; sponsor seminars for the purpose of passing on information to nursery groups, and appear on programs at gatherings of state nurserymen's associations when they hold their annual conventions.

One of the first acts of the Gardening Council will be the appearance of Clarence Vanderbrook, Commercial Enterprises, Inc., Newark, N. Y., on the National Broadcasting Co. Home Show television program August 11. On a coast-to-coast hook-up he will be interviewed and give a demonstration on home landscaping. The program will be televised in color and be aired through 42 stations covering the major cities of the United States.

FOREST GENETICS STAFF

Dr. Hans Nienstaedt, specialist in forest tree genetics, has been appointed a staff member of the lake states forest experiment station, at St. Paul, Minn., to undertake research in forest tree improvement work in the region, according to M. B. Dickerman, director of the station.

Dr. Nienstaedt, a native of Copenhagen, Denmark, was educated at the Royal College of Agriculture. Later becoming a citizen of the United States, he obtained a doctorate degree at Yale University. Since then he has been doing forest research work relating to the chestnut and hemlock breeding programs at the Connecticut agricultural experiment station.

The primary aim of forest tree improvement work in the lake states will be to discover and develop fast-growing varieties of trees which have superior wood qualities and are resistant to injury, disease and insect attacks.

A major genetics problem in the lake states concerns the spruces, which are the best pulpwood species in that area. Present production is entirely inadequate to supply the pulpwood industry. Dr. Nienstaedt will do research on the spruces as well as on other valuable species, such as the pines, birches and oaks. This program will be carried on in cooperation with the forest industries, universities and other groups in the lake states.

WANT ADS

Display: $4.00 per inch, each insertion.

Liners: 35c line; Minimum order **$3.50.**

HELP WANTED

Experienced office man wanted by one of the larger nurseries in the east.

Address replies to Box 209, care of American Nurseryman.

HELP WANTED

LANDSCAPE SALESMAN

Splendid opportunity with prosperous 64-acre nursery in Indiana. Salary and commission. State particulars in first letter. Write Box 200, care of American Nurseryman.

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Aggressive and cooperative landscape salesman with proved sales record for fast-developing area in midwest. Ability to draw plans an advantage. Cover experience in first letter. Address replies to Box 186, care of American Nurseryman.

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Salesman to call on trade in mountain states for a large midwestern wholesale nursery. Must be willing to live in territory. Car, expense account, drawing account and commission. Give references and full particulars about self when applying. Write Box 206, care of American Nurseryman.

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LANDSCAPE SALESMAN

For full-time employment with modern nursery landscape business in east coast community with excellent opportunities. Must have own car and training in plant materials from reputable landscape school or practical experience with same. Must have training in or experience with principles of landscape design. Apply by letter stating age, training, experience, references and enclosing picture. State earliest date available. Write to Box 173, care of American Nurseryman.

SITUATION WANTED

Nurseryman and propagator with solid background, very good references and years of experience in various phases of operations, desires position as manager or superintendent in complete charge of nursery. Good knowledge of plants and sales experience. In replying, please give full details in first letter. Address Box 215, care of American Nurseryman.

HELP WANTED

LANDSCAPE ARCHITECT

Old, well-established landscape company in Wisconsin has opening for landscape architect. Graduate preferred, but general landscape experience will be satisfactory. Must have excellent references. Write giving full experience, education and salary expected. Write Box 189, care of American Nurseryman.

HELP WANTED

Experienced landscape foreman. Must have ability to handle labor and work from plans. Address replies to Box 187, care of American Nurseryman.

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Experienced landscape architect. Salary and commission. Also landscape salesman.

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SITUATION WANTED

Man with 12 years' naval and merchant marine experience, tired of life at sea away from family, seeks permanent position offering opportunity to become a landscape nurseryman. Age 34, married, one child. Education includes year at University of Illinois agricultural college and landscaping course of American Landscape School. Hard worker with aptitude for nursery work. Prefers midwestern location. Contact by writing to Box 211, care of American Nurseryman.

SITUATION WANTED

Man, age 45, desires permanent employment with nursery, greenhouse or garden center in California. Years of experience with large garden center in annuals, perennials, evergreens, shrubs and landscape design. Address replies to Box 214, care of American Nurseryman.

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Landscape Planting Foreman

Must know plant material and be able to plant from blueprints. Steady year-round work. In letter, state qualifications and experience. Write:

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Dutch nurseryman wants to start a 5 to 10-acre nursery with house, greenhouse, stock and tools. Prefer location close to city or on good highway. Please give full details in first letter. Reply to Box 216, care of American Nurseryman.

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FOR SALE — Retail nursery established 1944. Growing all varieties of perennial plants, lilies, phlox, gladioli and specializing in hardy mums. 3500 deciduous trees and shrubs; annual plants in season. 9½ acres, of which 6 acres are fully stocked. 5-room modern home, plenty of parking space, 30x36-ft. highway sales building, 20x25-ft. lath house, 12x20-ft. garage, 10x12-ft. tool house, 9x12-ft. cabin for help, 6x8-ft. bulb house, 12x16-ft. bulb storage. All tools, signs, markers. Pond tractor with all attachments. Ford V-8 panel truck. Located in southern Michigan, on busy U. S. highway, near city with 160,000 population. Owner retiring because of age. For full information, write Box 208, care of American Nurseryman.

FOR SALE

Owner of two nurseries wants to reduce size of business by twelve acres. Offering top-quality nursery stock, including Moerheim spruce, several thousand yews, junipers, etc., in field lots at special prices. Or will sell all or part of business, land and buildings, or lease. Located on good state highway, south of Chicago, Ill., near several good towns with plenty of home-building projects. Business operated at this location for 25 years. Only financially responsible persons need respond. No partnerships.

Write Box 207,
care of American Nurseryman.

FOR SALE

BY OWNER

35-year-old established retail and landscape nursery in northwestern Ohio. Located within 3 miles of a rapidly growing industrial city of 60,000. Doing over $50,000 business annually with excellent opportunity for enlarging. Consists of 50 acres well stocked, 2 lath houses, new storage building, 2 greenhouses and 6-room, all-modern home. Fully equipped with 3 trucks, 3 tractors, tree mover and several other specialized tools. Because of health, owner is anxious to sell and would consider selling part or all of the above. Address replies to Box 198, care of American Nurseryman.

FOR SALE

Retail nursery, garden and gift shop. 40 acres, with good stock of evergreens, ornamental trees, shrubs and gifts. Situated on main highway in a fast-developing section of the midwest, with a number of small towns nearby. Living quarters for five or more families available. Write to Box 199, care of American Nurseryman.

FOR SALE

42-year-old nursery, nicely landscaped. 5½ acres of land; nice 6-room house, oil heated; 20x45-foot greenhouse, oil heated; plenty of hotbeds and cold frames. 2 acres planted in evergreen trees, some shade trees, shrubs and a few perennials. ½ mile outside Lowville on Watertown road. About 60 miles to Utica.

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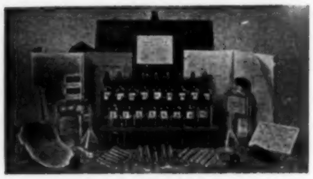
SITUATION WANTED—Landscape salesman. Twenty years' experience as designer and nursery manager. Capable of designing, selling and executing landscape developments of any size. Familiar with all materials, etc. Commission and drawing account preferred. Will arrange interview. Write Box 212, care of American Nurseryman.

BUSINESS OPPORTUNITY — Professor fully occupied by teaching duties nine months of the year owns 33-acre nursery in northern New Jersey which he operates as a part-time venture. Prosperous business conditions have resulted in more business than can be handled on a part-time basis and delivery of orders are two months behind schedule.

Owner seeks working partner to share half of profits after payment of fair living wage. Investment required: $6000 in cash or notes for half interest in present stock with retail value of approximately $48,000. Prefer college graduate with initiative and ability to take complete charge. Over 10 acres ready for planting and money available for new ventures in planting and propagating.

Interested parties please contact Box 192, care of American Nurseryman.



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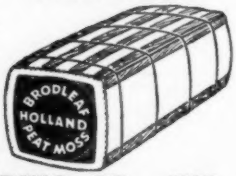

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TREE DISEASES

[Continued from page 10]

four weeks after wilt has occurred or by the following spring. Pruning will not eliminate the fungus, since it is usually present in the trunks and roots of affected trees.

Fire Blight

Fire blight bacterial disease produces branch and trunk cankers, twig blight or dieback, and blight of leaves, blossoms and fruits. Ornamental plants affected by fire blight are cotoneaster, crab apple, fire thorn, Japanese flowering quince, mountain ash, rose, serviceberry and spiraea. Leaves and blossoms affected with fire blight suddenly wilt and turn brown to black as if scorched by fire. Affected twigs die. The disease may spread from affected twigs to branches and produce extensive cankers. Cankers are usually bounded by cracks between the dead and living bark. The dead bark usually turns reddish-brown in color and peels.

Plants that have large cankers or diseased areas on their stems should be removed and burned. Plants that have only scattered branches diseased, need not be destroyed, but the affected parts should be removed and burned. To remove all infection in a branch, it should be pruned 18 inches or more below the base of the visible diseased area. After removing a diseased branch, tools should be sterilized with a disinfectant to prevent spreading the disease to other branches or trees. All large wounds should be painted with a wound dressing.

Protection against leaf and blossom blight can be obtained by spraying with copper sulfate and hydrated lime or a commercial copper fungicide. Plants should be sprayed when leaf and blossom blight has been severe in previous years. Two applications of spray are necessary, the first spray when approximately 25 per cent of the blossoms are opened, and the second when approximately 75 per cent of the blossoms are opened.

Cytospora Canker

In the United States, cytospora canker is most destructive to spruce, fir, Italian cypress, poplar and willow. Other trees which are occasionally affected by this disease include maple, chestnut, dogwood, ash, black walnut, apple, mulberry, apricot, oak, alder, mountain ash, hemlock and elm.

Cytospora cankers are so-called because they are caused by species of

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fungi which belong to the genus cytospora. These fungi grow in the outer layers of bark and produce small, raised, pimple-like fruiting structures technically called pycnidia but often referred to as pustules. These pustules, although separate from each other and scattered, frequently appear in bands or zones toward the outer margins of diseased areas. Masses of minute spores produced in these fruiting bodies serve to spread the fungus to other trees. In wet weather masses of spores are forced out of the fruiting bodies in the form of tiny threadlike coils. These coils of spores may range from white to orange or red. The spores are held together by an enveloping mucilage. This mucilage is dissolved by rain and the spores may then be washed down the branch and splashed to other branches by falling raindrops. When the branches dry, the spores may be picked up by air currents and carried long distances by wind. Infection by these spores occurs through wounds in the bark.

On deciduous trees cankers usually appear first as flattened areas, as if the bark had failed to grow. Later the bark covering this flattened, diseased area cracks and splits in the center of the area. The inner layers of bark may become water-soaked, and moisture may ooze out if the bark is pressed. Small hollow cavities may form behind the diseased bark because the cambial tissues have been killed by the fungus.

On evergreens the superficial appearance of the cytospora canker is much different, especially on small branches. Diseased bark is not sunken, but in many cases it may appear slightly swollen. The swelling, in appearance suggesting a stimulation of growth, is actually caused by infiltration of the bark with resin. This resin eventually seeps out through cracks in the bark, dries and forms masses and crusts appearing as patches on the bark. Fruiting bodies of the fungus form in the outer layers

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of bark and toward the edges of the cankers, just as on deciduous trees. However, they are relatively inconspicuous and hard to see because they are usually covered by resin deposits, and the flaky bark covered by needle scars tends to hide them.

The threadlike coils of spores are much less conspicuous on evergreens than on deciduous trees. Whenever a thin outer layer of bark near the margin of a canker is shaved off, the fruiting bodies can be seen as tiny pinheadlike black spots. In some cases these black spots may have white dotlike centers, which are the masses of spores produced and contained within the fruiting bodies.

Species of Cytospora

There are many kinds or species of cytospora. A large majority of them have been observed only on dead twigs and branches and apparently are saprophytes that grow in the dead tissues of plants. Many other cytospora species are weak parasites which may attack plants through wounds and produce localized cankers. Removal of branches or portions of branches affected by these cankers may suffice to control the disease. A few cytospora species are virulent parasites which may attack and kill normal-appearing plants. This is illustrated by cytospora canker of spruce and of poplar. Special treatment in addition to removal of the cankered parts of infected trees is usually required to achieve effective control of the virulent type of cytospora canker.

To control cytospora canker, one needs to cut back all diseased branches to the nearest living lateral or the trunk. The bark should not be injured since the fungus may enter through wounds resulting from such injuries. When the branches are wet, spores ooze out from cankers onto the surface of the bark. Pruning at this time should be avoided since spores may be spread by pruning tools. Trees affected with extensive trunk cankers may have to be cut down and burned, but careful surgery coupled with the use of a disinfectant, such as alcohol, mercuric chloride or Bordeaux paste, after the surgery may prolong the lives of such trees.

It has been suggested that spraying the lower branches and trunk with organic mercury fungicide, 4-4-50 Bordeaux mixture, or any commercial copper fungicide may help to prevent spread of cytospora canker. Three to four applications of the spray at 2 to 3-week intervals during April and May are required. Copper sprays are effective over longer periods of time if a sticker, such as soybean flour (four ounces to 100 gallons of spray), is added.

Since it is believed that weakened trees are more susceptible to cytospora canker, feeding to stimulate vigorous growth may be resorted to in combating the disease as well as to stimulate new growth to fill out vacant spots in the tree's contour after surgery has been performed. Whenever it is feasible, species resistant to this disease should be used. Recent work in Wisconsin indicates that breeding poplars for resistance to canker diseases shows promise.

Anthracnose

Anthracnose affects sycamore, white oak and maple. On sycamore, anthracnose may produce two types of leaf injury. One type, called early leaf blight, develops as complete killing of the young leaves during April or May. This type of injury may result in partial to complete defoliation and is occasionally confused with frost injury. The second type of leaf injury on sycamore is similar to the injury on white oak. It develops into small to large irregular brown areas adjacent to and centered around diseased spots on the midrib and lateral veins of older leaves, especially on the lower branches.

This type of leaf injury occurs during late May and June and rarely causes defoliation. Dark brown fruiting bodies or pustules of the fungus appear on the diseased tissues, especially on the midrib and veins. These raised pustules can be seen with a hand lens and sometimes with the naked eye. The fungus may spread from diseased leaves through twigs into young branches and produce cankers or cause twig and branch dieback.

Anthracnose of sycamore and white oak usually causes the most leaf injury and defoliation in wet seasons. Trees severely affected by anthracnose for several successive years may have many dead branches. Such affected trees should be fed to stimulate vigorous growth, and all diseased branches should be pruned. Three applications of an organic

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mercury fungicide will control anthracnose on sycamore. The first spray should be applied before the buds start to swell; the second spray should come when the buds are swelling and before the leaves unfold, and a third spray should be used seven days later. To prevent leaf infection on white oaks, it is recommended that the trees be sprayed with organic mercury or Bordeaux mixture. The first spray should be applied when the leaves are about half grown. During wet springs, a second spray should come 14 days later. On maple, anthracnose takes the form of small to large, circular to irregular light brown areas of dead tissues. It may appear from late June to August, and severely affected leaves may drop prematurely. Damage from anthracnose in any one year is usually insufficient to require control treatment. However, trees severely affected for several successive years should be fed to stimulate vigorous growth, and they should be sprayed with organic mercury or Bordeaux mixture to prevent infection. Two to three applications of spray at 14-day intervals should give effective control. The first spray should be applied when the leaves are about half grown.

Scorch

Scorch is a noninfectious disease which develops as yellowing or browning of tissues between the veins or along the margins, or causes complete browning and withering of leaves. Scorch may originate from internal physiological disturbances, unfavorable weather conditions, low temperature injury, drought, girdling roots, limited soil area for good growth, or wetwood. Scorch usually develops during July and August, when roots are unable to furnish sufficient water to compensate for moisture lost from leaves during prolonged dry periods.

Injury from drying winds when the temperature is high will increase the amount and severity of scorch. Trees affected with scorch may lose many leaves during late summer, but they usually do not die. Trees in low vigor may be aided in overcoming scorch by feeding and watering. Sometimes it is advisable to remove some branches, especially the more undesirable branches, and thus reduce the total foliage load that must be supported by the root system.

Arborists who detect these diseases when they first appear will ordinarily find treatment greatly simplified, with treated trees responding more rapidly to treatment. However, trees severely affected by verticillium wilt,

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fire blight or cytospora canker may not respond to treatment, but continue to decline and die although the arborist may have administered the best possible treatment.

SAGUENAY RIVER CRUISE

The scenic Saguenay river country, historic Quebec and cosmopolitan Montreal were highlights of a 6-day tour, July 15 to 20, for 93 of those who attended the convention of the American Association of Nurserymen the preceding five days at Toronto, Ont., Canada. After the heat and humidity of Toronto, the cool, 7-hour trip through 365 miles of orchard and farm country along the shores of Lake Ontario and the Saint Lawrence river was most enpoyable to the 72 persons who made the journey to Montreal by train. The rest of the group made the trip in their own automobiles, all meeting for dinner and to spend the night at the Sheraton-Mount Royal hotel.

The warm weather made most welcome a breezy 10-mile evening ride around Montreal in its unique open-air observation trolley cars. The next morning, July 16, chartered buses took the tourists on a 3-hour ride through the 313-year-old island city, with stops at Notre Dame cathedral and a wax museum. Starting at the water front, Montreal is built on a series of terraces up to the foot of Mount Royal, which was converted into a great park by the late Frederick Law Olmsted, reknowned American landscape architect. Part way up the mountain, the group transferred to horse-drawn tallyho wagons to ride to the lookout pavilion. On one of these 32-passenger wagons, R. R. Sturdivant, Dallas, Tex., took over the reins from the red-coated, silk-hatted driver. The bus ride continued through LaFontaine park, with its luminous fountain and clock of growing flowers, past St. Josph's oratory, McGill University and the University of Montreal.

Suburban Montreal

Also on the itinerary were the French suburb of Outremont and the English one of Westmount. Few residences of modern design were noted, most being 2 and 3-story houses or apartments. Property is expensive, and lawn and garden areas are generally quite small. In Westmount an unmowed lawn brings warning from the authorities to cut the grass. If this is not done promptly, a city gardener is sent to do the job, and the property owner is billed for the work. This suburb is called the town of trees, for every lot has

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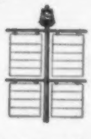

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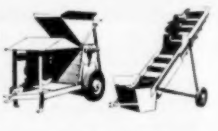

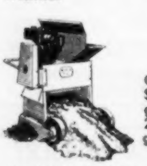

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one or more trees on it. A wide variety of conifers and the hardier deciduous trees and shrubs is to be found in the landscape, and many of the houses are vine-covered. In mid-July color was provided by petunias, zinnias, geraniums, hollyhocks, phlox, daylilies, lobelia and candytuft. Almost every planting included at least one snowball bush. An outstanding feature of the wealthier homes, most of which are set atop steep terraces, is the large rock gardens, some of which occupy the entire front yard. The afternoon was free for shopping or more sightseeing. Mr. and Mrs. Seth Kelsey, East Boxford, Mass., visited Montreal Botanical Garden and Henry Teuscher, curator.

Early Saturday evening, July 17, the party boarded the steamer Tadoussac to cruise 354 miles up the Saint Lawrence and Saguenay rivers. Texas and Ohio shared honors for the largest contingents. Both the new A. A. N. president, Vernon Marshall, Arlington, Neb., and the retiring president, J. B. Baker, Jr., Fort Worth, Tex., and their wives made the trip. The roster also included two association directors, Valleau Curtis, Callicoon, N. Y., and C. J. Lauden, Tyler, Tex., and their wives. En route from Toronto to Montreal by car, the E. L. Baker family, Fort Worth, Tex., took in a Thousand Islands tour. Transferring their car to the steamship Tadoussac, they planned to disembark at Murray Bay for a family vacation, but plans were interrupted when a daughter, Mrs. Kathryn Acola, became ill and was taken off to a hospital at Quebec. Mr. and Mrs. Baker remained there with her, while their son, Edward, Jr., and his wife, and their daughter, Louella, continued the trip. On the return call at Quebec, Mrs. Acola was found much improved, and the family hoped to continue its vacation journey after a few days.

The cribbage experts kept at their game most of the trip, with Frank Seifert, Summit, Minn.; Vernon Marshall; Walter Coon, Farmington, Mich.; Arthur Watson, Grand Rapids, Mich., and W. J. Smart, Dundee, Ill., taking turns at the board.

Murray Bay

Sunday afternoon, July 18, a call was made at Murray Bay, most famous of Quebec's summer resorts. There was time to go up to the castle-like Manoir Richelieu hotel and its lovely grounds. Later in the day, a call was made at Tadoussac, which, except for Newfoundland, is the oldest trading post in Canada. Besides the picturesque hotel, one could

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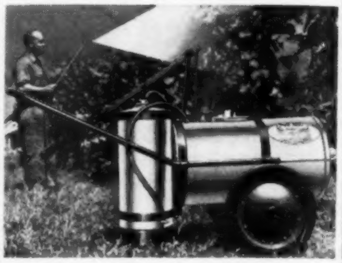

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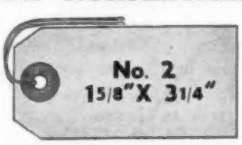

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visit the first Indian church in Canada, erected in 1747, and a museum built on the foundations of the first stockaded trading post in North America, built in 1599.

Chilly weather set in for the evening trip up the Saguenay to Bagotville in HaHa bay, so grimly humorously named because Champlain sailed up it to find treasure and wound up in this dead-end bay. By morning skies were clear so that all could enjoy the splendid scenery either outdoors on deck or inside in the observation verandas. Cut into the mountains by glaciers in the ice age, the Saguenay river, with its deep, dark waters, flows between forested, rocky cliffs up to 2,000 feet high. Capes Trinity and Eternity, rising 500 feet higher than the Empire State building, triple echoed the ship's whistle back from the rugged capes and headlands. The ship's motors were cut as it cruised past the statue of Our Lady of Saguenay, high atop a cliff, and the orchestra reverently played Ave Maria. Here and there along the shore could be seen quaint villages, while log-laden steamers passed by on the river.

The group left the ship at Quebec City to spend the night at the fabulous Chateau-Frontenac hotel. Built on the site of Fort Champlain, it towers like a medieval French Renaissance castle over the Saint Lawrence river and the old French quarter below. In front one could walk on Dufferin terrace, the summer promenade and winter sports area, and behind the hotel through the governor's garden, laid out in 1647. There was a choice of the French-Canadian 2-wheeled horse-drawn caleche or the 4-wheeled English Victoria for individual parties to ride about the city. The slanting elevator ride from the hotel afforded novel transportation to and from the shops in the old section of the city below the hotel.

The next day, July 19, bus tours gave opportunity to see the city walls or fortifications, almost intact since 1703; a church built in 1688; the narrowest street in America and houses 200 to 300 years old. The only reminder of gardens that once graced old Quebec was the street name Rue des Jardins. One long avenue is planted with Belgian wild roses, given by mothers and wives of soldiers in World War I, and these roses also bloomed in profusion in a sunken garden on the Plains of Abraham. The Parliament building and most monuments were surrounded with colorful bedding plants, many forming floral inscriptions.

The morning was spent in a trip

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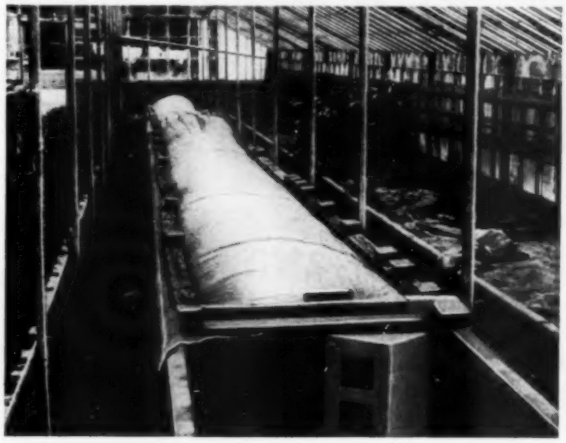

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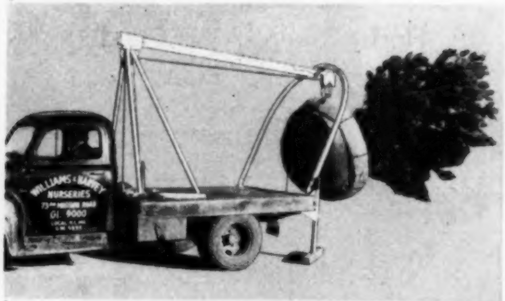

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to Sainte Anne de Beaupre, a shrine founded early in the 16th century by Breton sailors. Here pilgrims come to seek cures and ask favors. The great new basilica, old chapel, outdoor stations of the cross, museums, souvenir shops, tours and the Cyclorama of Jerusalem, a panoramic painting of the day of the crucifixion, make the shrine of miracles quite a show. On the return to Quebec City the train stopped at a siding to afford a better view of 274-foot Montmorency falls, 100 feet taller, though much narrower, than Niagara falls.

In the evening the sight-seers boarded the steamer Saint Lawrence for the return trip to Montreal and thence by train, July 20, to Toronto and home. W. J. Smart, A. A. N. transportation chairman, who arranged the tour, was gifted with some handsome English and Scotch wool shirts for his efforts, while Mrs. Smart was given a lovely leather handbag. An attack of bursitis in one knee forced Mrs. Smart to start the trip in a wheel chair, but she was soon improved enough to use a cane.

1956 A. A. N. TOUR PLAN

A day-by-day itinerary has been drawn up for a special tour to the American Association of Nurserymen convention to be held July 15 to 19, 1956, at the Hotel Statler, Los Angeles, Calif. The tour has been planned by William J. Smart, A. A. N. transportation chairman.

The A. A. N. special train will leave Chicago July 6 and take conventioners, via St. Paul, Minn., into Canada. July 8, the group will arrive at Jasper national park in the Canadian Rocky mountains and go by bus on a 150-mile sight-seeing tour to the Columbia ice fields, said to be the largest body of ice outside the polar regions. There will be luncheon at the Ice Field chalet and a leisurely return trip to Jasper. Dinner that evening will be at the Jasper park lodge.

The next day the train will continue westward through the Rockies, through Vancouver, B. C., and arrive at Seattle, Wash., July 10. There breakfast will be served at the Olympic hotel, after which there will be a bus tour of 15 miles of Lake Washington boulevard, with a visit to the University of Washington arboretum and campus. A box lunch will be served by the Washington State Nurserymen's Association at Woodland park. In the afternoon there will be a tour, via the government locks at Ballard, along Seattle's water front to Washington state ferry dock, where the group will board the ferry and cross Puget sound to Bremerton, where dinner will be served at the Elks' Club. Returning to Seattle, the group will again board the special train and continue to Portland.

There will be a full day's stopover at Portland, Ore., beginning with breakfast at the Multnomah hotel. Those who desire to do so may make a tour of the many nurseries in the vicinity, and others will have the choice of a tour along the Columbia river highway to Multnomah falls and Bonneville dam or Mount Hood loop to Timberline lodge. Oregon nurserymen will be hosts at a cocktail party that afternoon at the Multnomah hotel and in the evening will take the group to the rose test gardens and the Hoyt Arboretum, where there will be a salmon bake.

The next day, July 12, the convention special will leave Portland, arriving July 13 at Fresno, Calif., where the group will transfer to the California hotel for breakfast. Afterward the party will go by bus through Yosemite national park, stopping at Big Trees for luncheon and at the Ahwahnee hotel for dinner. The next day, the train will finish the trip to the convention, arriving at Los Angeles the evening of July 14.

After the convention, the special train will begin the homeward tour the afternoon of July 19. It will go first to the Grand Canyon, where there will be a motor tour over Hermit Rim road, with luncheon at El Tovar hotel. Then the motor trip will continue over the Desert View road, with dinner at El Tovar hotel. July 21 the train will speed on through New Mexico, Oklahoma, Kansas, Iowa and Illinois, arriving the morning of July 22 at Chicago.

All expense tour costs and other information may be had from W. J. Smart, Transportation Chairman, American Association of Nurserymen, care of D. Hill Nursery Co., Dundee, Ill. Reservations should be made as early as possible.

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TRADE AIDS SCHOOL PROM

Nurserymen who are on the watch for opportunities to publicize their products and services will be interested in an educational project in which a group of nurseries at the western end of Long Island, New York, participated with a local high school. The endeavor was educational for the community about plant materials and it was educational to the children in that it exemplified activity directly opposite to anything that might be ascribed to delinquency.

The idea originated with the junior prom committee of the Manhasset high school to ask nurserymen in the area to set up displays of plants which would serve as decoration for a spring dance, May 27, but would also be publicized by the students as a horticultural show during the Memorial day holiday, May 28 to 30. The plan was for each of the 190 students in the class to sell tickets to the show, at 50 cents for adults and 25 cents for children, and put the proceeds in the class treasury to cover senior year activities.

Eight nursery and florists' firms and the Nassau county park department were asked to assist. The cooperating firms included Lewis & Valentine Nurseries, Inc., Greenvale; Hick's Nurseries, Inc., Westbury; Dauernheim Corp. and Suburban Nursery, Wantagh; Piergiovanni Nursery and Breck's, Manhasset, and the Great Neck Garden Center, Great Neck.

Displays were set up around the walls of the school gymnasium, 120x190 feet, arranged in natural settings in bins that extended eight

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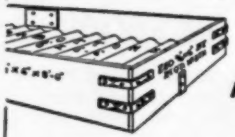
1-gal. cans 5.20
5-gal. cans 24.25



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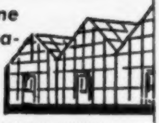

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MANUFACTURED EXCLUSIVELY BY

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FILL OUT COUPON

.... Send me quotation on Benches
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feet from the walls and were protected by rustic fencing. The bins, built by the juniors, were lined with plastic to protect the floor. The actual planting was done by nursery personnel. In many cases the plants were labeled, which gave visitors an opportunity to select items they would like for their own gardens. More than 500 persons saw the displays, which featured hydrangeas, peonies, rhododendrons, evergreen borders and blooming annuals.

Because there had been newspaper publicity on an incident of vandalism in private estates by students in another city, the prom chairman at the Manhasset school sent information on the constructive cooperative effort to all state governors. Twelve of the latter replied with letters of commendation, and the New York Times ran a feature article on the project.

Flower Grower magazine will devote four pages in its September issue to an illustrated story of the student-nurserymen effort, emphasizing to a large public the kind of good community relations nurseries work for.

WOOD WASTES FOR SOIL

A study of woodchips as a soil amendment in the greenhouse, in outdoor frames and in fields and orchards is given in bulletin 593 of the Connecticut agricultural experiment station, New Haven. One of the conclusions reached by the author, Herbert A. Lunt, is that woodchips, sawdust and other types of wood fragments are beneficial to the soil, particularly where the texture is sandy loam or coarser, and have no appreciable effect on soil acidity. Used in the experiments reported were chips of aspen, oak, birch, hickory, red pine and white pine wood.

Practical use of wood wastes as a soil amendment calls for the addition of a moderately large supply of nitrogen if a crop is to be grown the same year the chips are applied, Dr. Lunt states. Pine chips, which decompose more slowly than oak or birch, require the least amount of nitrogen and are generally more effective in improving the soil. Dr. Lunt suggests soaking the chips, before they are applied to the soil, in a solution containing between 1,000 and 3,000 parts per million (1 to 3 pounds to 100 gallons of water) of nitrogen might be less expensive than direct application of extra nitrogen to the soil.

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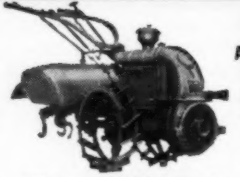

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LETTERS

FROM THE READERS

INVENTORY PROCEDURE

Since the American Nurseryman is really the only means of exchanging ideas with fellow nurserymen, we think of it when we have a problem on which we should like others' opinions. We cannot believe that we are alone with the problem we present here; so discussion should be of interest to other readers. The problem is: How should a nursery like ours plan the purchase of nursery stock, both lining-out and landscape grades, so as to maintain a closer relationship between purchases and sales? We suspect that too many nurserymen buy more by guesswork than by system

We have taken steps toward systemizing efforts, but we are not completely confident that we are on the right track and wonder if perhaps there are better ways.

We have a nursery stock purchasing and inventory record, set up on cards 5x8 inches in a cabinet holding 15 drawers. Each sliding drawer holds about 50 folders, and each folder has two cards, one on each side; so we have space for the more than 650 different plants that we grow and sell. Each variety of each genus and species is recorded separately.

On the front card are the (1) order record, posted when the purchase order is entered and sent; (2) receipt record, posted when the stock arrives, and (3) invoice record, posted when the invoice has been approved for payment.

The back card is simply an inventory record with columns for quantity in, quantity out and balance on hand. We should like to post this daily from our outgoing order records, so as to have a running inventory, but we are not doing it at present. We believe the annual or semiannual inventory counts should be posted here too.

So far so good. We know how much stock was bought, when and where and for what costs, including transportation, but that is about where we stop. We do not really know whether we are overbuying or underbuying, except as surpluses show up in our inventory.

Can anyone help us develop this system into one that is more efficient and at the same time, perhaps, help himself and/or other readers?

This system, with revisions to suit individual firms, should be good for almost any kind of operation. We sell nursery stock in the following ways: (1) Retail — landscape, (2) retail—delivery only, (3) retail—called for, (4) wholesale—delivered, (5) wholesale—called for. The plan should work equally well for firms which also operate a garden shop.

Leslie S. MacRobbie, Pres.
Oak Park Nurseries, Inc.

Now...
a Tractor Fed
ROYER SHREDDER
stationary and
portable models

MODEL
NCRP-EG

for
"MECHANIZED"
SHREDDING and MIXING

This LARGE Royer Shredder will eliminate costly and backbreaking hand shovelling. It can handle the charge of an eight cubic foot tractor bucket as rapidly as the bucket can be brought into charging position, making large capacity shredding a one man proposition. With no screens to clog, beaters to jam, or knives to sharpen, this machine is ideal for shredding compost, leaf mold, peat moss, old sod, top soil and sewage cake.

The material fed into the hopper is combed from the bottom by the rapidly moving teeth of the "combing belt". During the shredding the material churns rapidly, providing a perfect mixing and blending action for production of top dressing, potting soils or other jobs which require mixing two or more materials together. While the machine can be adjusted to produce a coarse or fine product, all finished material will be fluffy, completely aerated and free of trash.

There is a Royer that will do your shredding or mixing job at low cost . . . regardless of your capacitv requirements . . . from 4 to 150 cubic yards per hour. Write for Bulletin 55-S giving information on all models . . . stationary or portable . . . electric motor, gasoline engine or belt-to-tractor driven.

ROYER foundry & machine co. ROYER
182 PRINGLE ST., KINGSTON, PA.

ROSS GARDENS is the name under which Doris and Max Ross are now operating the former Hidden Garden Nursery at 995 North State street, Ukiah, Calif.

BOSTON SHOW DATES

John S. Ames, president of the Massachusetts Horticultural Society, has announced that the New England spring flower show, sponsored by the society, will be held in Mechanics building, Boston, March 11 to 17, 1956.

This will be the 85th in the series of spring flower shows staged by the society. The theme, "Gardens on Parade," will give exhibitors a wide latitude in staging their exhibits. As in former years, Arno H. Nehrling, director of exhibitions for the society, will be in charge of the spring show.

Pretty good year?

IF YOU'RE NOT CASHING IN ON CASH'N'CARRY SALES OF POTTED STOCK, FOLLOW "DOC CLOVERSET'S" PRESCRIPTION FOR STILL

BIGGER PROFITS IN 1956

℞ *For good business, add* GOOD STOCK *in* GOOD POTS *to* GOOD ADVERTISING— *Take every day with profit.*

Good stock you know about; as to good pots, folks who use 'em say that Cloverset Pots are the best pots made—and more than ever now that they're SHIPPED READY TO USE with bottom tabs folded in before shipment. As to good advertising, we can help you there, too, with mats for newspaper ads and complete Cultural Directions folders!

HERE'S A GOOD IDEA FOR SPRING PROFITS ... Order pots now and start fall-potting Peonies, Bleeding Hearts, Poppies and other spring-blooming perennials. We sell a lot of these showy plants each spring, and much of the selling price is profit! Try it.

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NURSERY MAGIC

BALL 500 to 2000 TREES PER DAY
CULTIVATE 6 FOOT STOCK EASILY
UNDERCUT FASTER THAN A MAN CAN WALK
DIG BARE ROOT TREES INDIVIDUALLY
SPRAY CHEMICALS AND FERTILIZER

1 MACHINE
Does Every Nursery Job

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GReenwood 3-9191, 12 Miles West of Minneapolis on Highway 12

AID FOR BULB SALES

An excellent review of the varied efforts being made by Associated Bulb Growers of Holland, Inc., to increase the demand for Dutch bulbs and to assist retailers in increasing sales at their individual establishments is presented in a timely promotional news release, in newspaper format, just issued by the bulb growers' group as the Bulb Salesman. Any retailer who handles Dutch bulbs in the fall will find in this 4-page generously illustrated circular specific tested suggestions that will surely benefit his selling program. While these ideas accent techniques for window and store displays in reproductions of prize-winning contest entries, recommendations for tying in with the national program in many other ways are also given, along with general merchandising hints.

The announcements in the release include details on the group's 1955 contest for bulb displays and a description, with illustrations, of promotional materials to be supplied free this season to bulb merchandisers on the association's mailing list at the office maintained in New York City.

The bulb growers' group supports the belief that the gardening business in the United States is just getting started. It is also believed that hard selling at a primary level is the current lack. Experience with bulbs has shown, it is stated, that dealers who displayed their products attractively and followed up with advertising and other promotion sold out, while competitors were blaming poor sales on weather and other conditions.

The Bulb Salesman is described by the sponsors as an educational experiment. Every exporter of Dutch bulbs in the Netherlands will be putting these releases into the mail to customers in the United States and Canada. Every shipment of bulbs which arrives in this country and Canada will contain one of these newspapers. Similar material is planned for subsequent years.

FAMILY TREE PROMOTION

The planting of a family tree, a tradition that dates back hundreds of years, has taken root again in Connecticut, and Peter Cascio, Peter Cascio Nursery, West Hartford, has found the idea a usable one for sales promotion.

For many years there have been families in and about Hartford and other parts of the state who purchased their evergreen Christmas trees balled with soil and planted them in the yard with proper ceremonies after the holiday season. Mr.

Cascio found one such family in West Hartford had 40 such trees on its property.

Mr. Cascio carried on further research on the custom and learned it played an important part in the life of the family following it. More than just adding beauty to the garden, the family tree, planted with ceremony, stood as an indication of the character of the family. Like the old familiar fireplace, the tree became the symbol of home, with all its overtones of security, permanence and family unity.

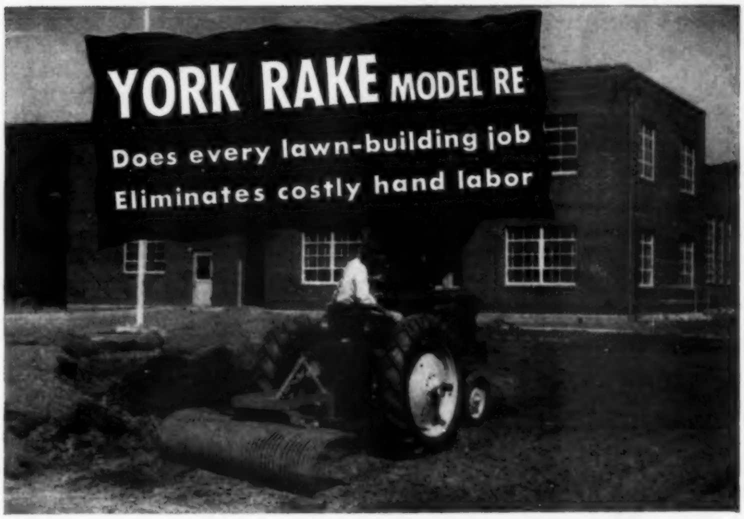
In a search for a 20th century family tree and other trees to commemorate the birth of a child or grandchild, Mr. Cascio found proof of the tradition only a few miles from Hartford. There a family had 13 trees surrounding the home, including some sugar and some silver maples. Each tree bore the name of a child or grandchild. When a grandchild arrived to add to the family, a tree was planted for that child.

The parents who started the plan have found that their family custom has added a great deal of interest to their role as grandparents. It is their belief that the trees have a value beyond the ordinary. They indicated that they believe the trees signify growth, beauty, and, above all, a deep-rooted connection with life. When they talk with their grandchildren about growing up, they draw a parallel between their lives and their own particular tree. It is not necessary to draw a mental picture for them; the tree is a living image. Fruit trees once were plentiful on this family's acres, but they are being replaced by maples, some of large size.

Mr. Cascio has also found that newlyweds are now planting a family tree to mark the occasion and adding an aluminum plate giving the dates of the wedding and planting. Then, when the first child arrives, another tree is planted, with a plate showing the child's name and birth date.

Mr. Cascio suggests planting an oak or a hard maple for a boy and a flowering tree, such as a dogwood, for a girl.

WOODLAND NURSERY, P. O. Box 65, Seabrook, Md., was recently started by Albert E. Hopkins and Millard F. Alley. General nursery stock will be grown on 27 acres and will be sold at retail. Mr. Hopkins was previously connected with Waynesboro Nurseries, Inc., Waynesboro, Va.



Raking stones, roots and brush

Material is discharged in a windrow where rake quickly gathers it into piles.

Spreading topsoil

Rake is backed up to pile in high lift position, lowered into it and drawn away. Each bite takes away a large portion of the pile. Soil is spread rapidly and evenly.

Sturdy, versatile, efficient — does the work of a crew of men

The York RE Rake is the *complete* landscaping tool. Every lawn-building operation, from rough grading to final raking before seeding, can be done in a fraction of the time it takes a crew of men to do the same job. It rakes stones, roots and debris . . . grades and mulches . . . spreads topsoil . . . and even bulldozes! Grader blade attachment (optional) does terracing, ditching and driveway maintenance rapidly and efficiently. Sturdy, welded frame. Rake teeth are heavy duty, heat-treated, alloy spring steel. Fits all tractors with standard 3-point hitch. (Lighter Model RFA for use with IHC "Cub" and Massey-Harris "Pony" and "Pacer" Tractors)

Pays for itself. Saves buying costly extra equipment!

By virtually eliminating hand labor, the rake soon saves enough to pay for itself — often on the very first job! Practically the only tool you need. Saves investment in extra equipment — saves the expense of bringing extra tools to and from every job.

For literature and prices
write to Dept. AN-254

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EASILY MADE FROM WASTE MATERIAL

Burkleigh Compost Activator is entirely natural; organic, Makes sweet, earthy compost from leaves, grass clippings, garden waste, hay, straw, sawdust, manures if available. A little does much. Keeps full strength until used.

Send only $1 for enough to activate up to two tons, plus complete instructions including **"SECRETS OF SAWDUST"** and special 32-page booklet, **"GARDENING IN GOD'S WAY."** ORDER BY MAIL TODAY. We pay delivery.

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Burlap and Burlap Strips
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Prices on request.

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No. 31 Budding knife, standard pattern, black handle 4 ins. long.

$2.25 ea.; $24.50 per doz.

Request our illustrated list.

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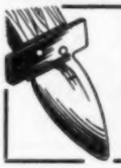

ULLMAN CLEAT

Strong, reliable, protects flowers from damage in transit, satisfies customers and insures better prices. The Ullman cleat grips sides of box, holds stems to bottom. Send for prices.

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This popular, fast-selling device provides an easy, economical way to apply soluble fertilizers and chemicals wherever the garden hose reaches. No danger of burning. Draws in and dilutes as you sprinkle. SELL A HOZON to each purchaser of fertilizers or other garden supplies. Individually packaged, $2.25 list. Carton of 12 weighs 5 pounds, costs $16.20 F. O. B.

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This is Hozon's 20th year

TODAY—THOUSANDS USE ONLY NEW DOUBLE CULTURED
The "SWEETHEART" OF THE SOIL
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"AMAZING SOIL REJUVENATOR"
FOR EVERYTHING THAT GROWS IN THE EARTH

VITALOAM will be shipped DIRECT to any COMMERCIAL GROWER. If we have a distributor near you, shipment will be made from that warehouse. HERE ARE SPECIAL WHOLESALE PRICES:

2 to 3 bags—$6.00 per bag
4 to 9 bags— 5.40 per bag
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REMEMBER—VITALOAM is BLACK and VELVETY SOFT and ORGANIC. Applied only ONCE a YEAR, and NO fertilizer, peat or FILTHY MANURES necessary.

IF CHECK IS MAILED WITH ORDER, YOU MAY DEDUCT 80 CENTS PER BAG AS FREIGHT ALLOWANCE. Bags are 80 lbs. Retail at $7.80.

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FELINS BUNCH TYER

Automatically adjusts itself and ties any size bunch up to 19 ins. in circumference. Ties roses, glads, seedlings, as well as any other type nursery stock and cut flowers. Fast and efficient. Tying mechanism inverted so that dirt will not get into it, contributing to longer life.

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★ When packing bare roots or deciduous stock for shipment or storage, use Wood Feathers brand cedar shavings (red cedar shingle tow). There are 3 reasons for Wood Feathers' superiority:
1. Large moisture-absorbing capacity.
2. Will retain moisture for a long period of time.
3. Economical and easy to use.

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BURLAP SHEETS AND SQUARES
cut and sewn to your specifications. Quotations and samples on request.
STERLING BAG & BURLAP CO.
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Phone: CL. 2339

STAN SAYS

Parsley Border

Many times a newly set shrub or evergreen planting has too much bare ground next to the lawn. It is here that a parsley border would add to the appearance of landscaped grounds. Buy the seeds by the pound and when you sow the seeds thick (April in the north), do not spare the horses; it will take about a month for the seeds to germinate. If you want to keep a constant border, make another sowing August 1 immediately back of the front border. This August 1 sowing will germinate and carry through winter, even though the temperature should go to 15 degrees below zero.

Most gardeners know that parsley contains a high percentage of vitamin C and exceptional proportions of iron; so do not be afraid to eat parsley when it is used to garnish the meat platter. Parsley is also used as a stuffer for vases of flowers.

Semiespalier

I am a great believer in planting tall-growing material near the foundation, especially when you are making a foundation planting for a warehouse or a tall building. Some time ago I was motoring up from Miami, and in the Carolinas I passed a tobacco warehouse where Magnolia grandiflora had been planted about 18 inches from the foundation. Apparently the plants had not been pruned much, but they looked fine and they had reached a height of about 30 feet.

In a semiespalier one can prune only the branches that would otherwise grow into the side of the wall, or one can also prune back the front of the plant so that it will not extend too far from the wall. These modifications of adapting espalier training to American conditions give the landscape architect or landscape contractor additional ways of making his planting different from his competitors'.

A small tree that I used as a semiespalier on an old house in Bucks county, Pennsylvania, was Cornus mas, Cornelian cherry. Cutting the front back thickens the growth and makes it look even better. Of course, this member of the dogwood family will grow in shaded locations as well as in the sun; it is our earliest-flowering tree, blooming before the forsythia, and frost does not affect it much.

Spring Cleaning Starts Now

with CRAG Herbicide-1
Trade-Mark

Make your next spring-weeding easier by preventing chickweed and other winter annuals with CRAG Herbicide-1. Start now with a clean field and an application of CRAG Herbicide-1. Keep your field clean with further applications as late as needed. This will prevent the weeds that germinate in the fall and keep on growing through the winter.

Don't let your weed control program stop in the summer, keep it up through late fall—you'll find it pays off by making your spring clean-up easier.

CRAG Herbicide-1
Trade-Mark
is a product of
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A Division of Union Carbide and Carbon Corporation
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Pete Moss
SAYS TO ALWAYS CONTACT DUNWOODY WHEN YOU NEED PEAT MOSS. WE HAVE BEEN SERVING THE TRADE WITH QUALITY PRODUCTS FOR OVER 100 YEARS
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FROM GERMANY
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ESTABLISHED 1849
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PLANT PATENTS

The following plant patents were issued recently, according to Rummler, Rummler & Snow, Chicago patent attorneys:

No. 1396. Rose plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark. A new and distinct variety of rose plant of the large-flowered polyantha class, characterized particularly as to novelty by its compact plant growth and suitability for greenhouse forcing; by its substantially continuous formation and excellent display of flowers; by the cluster habit of its flowers; by the distinctive scarlet-red, lightly overcast with scarlet general color tonality of its flowers, and by the retention of the individual flower color until all of the flowers of the cluster are open.

No. 1397. Rose plant. Roy L. Byrum, Richmond, Ind., assignor to Joseph H. Hill Co., Richmond. A new and distinct variety of rose plant of the polyantha class, characterized particularly as to novelty by its good cut flower forcing qualities under glass, its good cluster flowering habit and uniformity of development of the clusters, its superior bud and cluster form and good stems, the superior keeping qualities of its flowers and the distinctive phlox-pink general color tonality of its flowers.

No. 1398. Rose plant. Herman R. Schenkel, Lynchburg, Va. A new and distinct variety of rose plant of the large-flowered polyantha class, characterized particularly as to novelty by the distinctive color of its foliage and flowers and by its free production of flowers of long-lasting quality and the absence of fading of the flower color as the flowers age.

No. 1399. Pecan tree. Gordon T. Chaffin, Monticello, Ga., assignor to H. G. Hastings Co., Atlanta. A new and distinct variety of pecan tree, characterized particularly as to novelty by the extreme thinness and easy-cracking qualities of its nut shells, by the plumpness and excellent quality of its nut meats and by its good resistance to pecan scab.

No. 1400. Rose plant. John Parmentier, Bayport, N. Y., assignor to Parmentier's Roses, Bayport. A new and distinct variety of hybrid tea rose plant, combining the principal good qualities of both parents and characterized particularly by

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It's Bacti-Vated
MICHIGAN PEAT, INC
CAPAC, MICH.

POSITIVELY THE FINEST!!

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The coarser, more fibrous PEAT from our own rich peat bogs at Capac, Michigan. For 34 years, we have served the nurseryman and grower with PROCESSED SEDGE PEAT of superior, uniform quality. You can't beat BACTI-VATED MICHIGAN PEAT for results and savings. HIGHER VOLUME and YARDAGE per ton means LOWER COSTS and GREATER PROFITS for you. Shipped anywhere in the U.S. — loose bulk cars, or in bags from a single bag to carloads and truckloads. Wire, telephone—today!

5 SIZE BAGS
100 lb. BURLAP bags with plastic liners.
50 lb. WHITE bags plastic lined
25 lb. WHITE bags plastic lined.
Peck—clear plastic bags 10 in a carton
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Dutch and Domestic
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NOW!
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DIFFERENT SIZES
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DARLING'S
"Rite in the Rain":
WATERPROOF
TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low cost labels. Millions are used every year by nurserymen.

Write for samples and prices.
J. L. DARLING COMPANY
BROWN'S POINT, TACOMA, WASH.

Send for samples and prices of "NO-ROT" Green Burlap. Write today to:
NEW YORKER BAG & BURLAP CO.
651 Marshall St., Elizabeth, N. J.

FERTO-POTS MILLIONS USED PLANT EATS POT

	Per ton C.L.
FERTO-GERM, Compost, Manure	$ 48.00
MULCHNUR, 3-6-3 All Organic	60.00
BONE MEAL RAW IMT	60.00
GARBAGE TANKAGE, 3½ per cent Am.	18.00
SE-BO-PHOS, 20 per cent T.P. Acid	18.00
FEATHER TANKAGE, 17 per cent Am.	130.00

Write for Price List, Small Quantities.
ALLEN CO., PITTSTOWN 3, N. J.

the unusual scarlet-copper coloring of its flowers, the light green foliage, its strong bushy growth and its prolific production of flowers.

No. 1401. Pear tree. Marie E. Dreyer, Freeport, Ill. A new and distinct variety of pear tree, characterized as to novelty by the continuous appearance in the same season of buds on the new wood as it forms, which buds blossom and bear fruit to give the tree everbearing qualities whereby fruit in varying stages of maturity is present on the same branch and matures at varying times relative to the formation of the buds; by its leaves' maintaining a dark green color and being smaller than those of most pear varieties and remaining on the tree throughout the winter, and by the bearing of fruit each year of a delicious quality.

No. 1402. Ligustrum plant. Larry M. Bartlett, Forest Park, Ga., assignor to Wright Nurseries, Cairo, Ga. A new and distinct variety of ligustrum plant, characterized particularly as to novelty by its dwarf and spreading habits of growth, by its short internodes and by abundant foliage that almost completely hides the woody stems between nodes.

No. 1403. Rose plant. Roy L. Byrum, Richmond, Ind., assignor to Joseph H. Hill Co., Richmond. A new and distinct variety of rose plant of the polyantha class, characterized particularly as to novelty by its good flower-clustering habit and the relatively long flowering stems, the good keeping qualities of its flowers and the brilliant red general color tonality of its flowers.

ROBERT M. GRAVES has opened an office as a licensed landscape architect at 1644 Main street, Walnut Creek, Calif., with Leonard H. Ford, architect. Mr. Graves studied at Michigan State College, East Lansing, and was graduated from the University of California at Berkeley with a B.S. degree in landscape architecture. He has since been employed in his field at Berkeley, Montclair and Walnut Creek. A navy veteran, Mr. Graves was able during a stay in Japan to study Japanese gardens and architecture and trace their influence in California and other western states. His work will include landscape design and site planning.

DEKALB NURSERIES, INC., Norristown, Pa., obtained the contract for grading and landscaping the new senior high school property at Nazareth, Pa. Because a number of the trees called for on the original plans were eliminated to reduce the cost of the project, the school authority published a statement in a local newspaper that trees in a list given in the item would be acceptable as gifts from individuals or groups, who were referred to the DeKalb Nurseries for the stock.

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BOOK REVIEWS

PROPAGATION TEXT REVISED

After eight printings of the original edition, issued in 1939, "Propagation of Horticultural Plants," by Guy W. Adriance and Fred R. Brison, both members of the department of horticulture at the Agricultural and Mechanical College of Texas, is now available in a second edition, revised to include information on practices introduced in recent years by research workers and commercial propagators. As one of the McGraw-Hill Book Co. publications in the agricultural sciences, the new edition has been planned to serve both as a text for students in horticulture and as a guide for commercial growers. The book, durably clothbound, is offered at $6.50 per copy.

This broad survey of the subject contains accurate and detailed information in an extensive review of present-day practices, to which is added fundamental material on plant structures, types of plants, plant dissemination, pollination, fertilization, fruit setting, forcing equipment, soil handling and pruning, and the rela-

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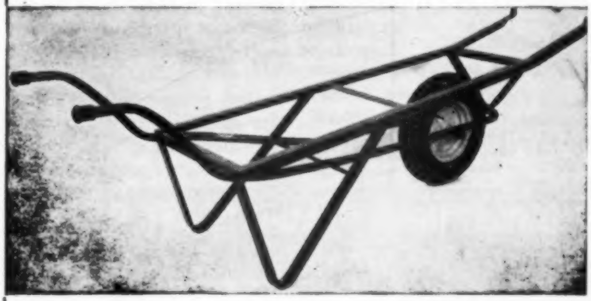

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tion of these to propagation. There is comprehensive discussion of seedage, layerage, cuttage, bulbs and graftage, with a review of rootstocks. Nursery stock is amply represented among the plants discussed.

Besides a new chapter on pruning, this edition contains recent data on seed treatment to hasten germination, soil sterilization, relative costs of growing plants in different kinds of hotbeds, structural factors influencing propagation, the use of hormones, propagation schedules and stock and scion combinations. The numerous illustrations, many of which are commercial nursery views, are an especially valuable feature of the work, which consists of 291 pages of text, plus an index.

SOIL FERTILITY PRINCIPLES

A fundamental treatment of the principles of soil fertility is given in a new book, "Soil Fertility," by C. E. Millar, professor emeritus of soil science at the Michigan State College, East Lansing. John Wiley & Sons, Inc., has issued the volume, of 422 pages of text and an index, at $6.75.

The emphasis in this work is on the plant itself. Relevant aspects of soil chemistry, soil physics, soil microbiology and plant physiology are discussed from the viewpoint of plant growth. The same is true of the extensive information on such topics as light, moisture, air, temperature, soil organisms and the colloid soil fraction. Each major plant food element and the more important micronutrients are fully discussed with reference to the supply in the soil, sources and quantities of additions, losses from the soil, functions in plant growth and plant symptoms of deficiency.

Broad in geographical scope, the book gives considerable space to fertility problems of saline soils and the soils of southern latitudes. Cropping systems followed in different sections of the United States are reviewed. The reader is also offered a condensed but valuable survey of classical field experiments and their significance.

PEST HANDBOOK

"Handbook on Pests and Diseases," the latest addition to the Brooklyn Botanic Garden series, provides abundant information for amateur gardeners about the recognition and control of pests and diseases of ornamental plants.

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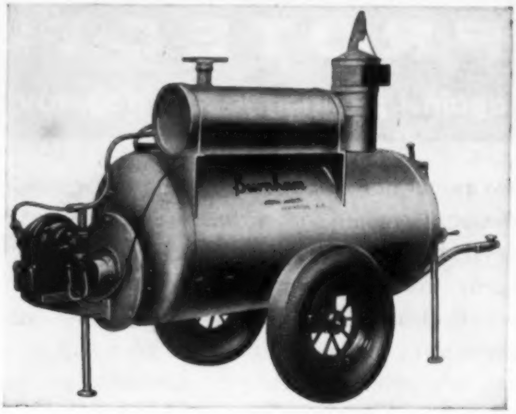

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For Four Generations Builders of Greenhouses

180 most common plant enemies are described in this 96-page book, that includes 150 illustrations. A simple descriptive index of pests by plants is a helpful feature. Editor of the pamphlet is the well-known "plant doctor," Cynthia Westcott, and eleven entomologists and pathologists contributed the articles.

The handbook is a reprint of the quarterly magazine Plants and Gardens, Vol. 11, No. 1, published by the Brooklyn Botanic Garden, Brooklyn 25, N. Y., at $1 postpaid.

1955 ROSE ANNUAL

In a foreword to the 1955 Rose Annual, published by the American Rose Society and carrying a dedication to the late Liberty Hyde Bailey, editor Fred J. Nisbet calls attention to new trends in the contents. Chiefly there is a reduction in the number of technical articles printed. More aspects of rose enthusiasm are discussed, such as broadening the landscape use of roses, rose importing for the amateur, arrangements for flower shows, keeping rose records and new viewpoints on rose breeding.

Among the articles on disease and insect control, of interest to commercial as well as amateur rose growers, is an extensive chapter covering a 5-year trial of various fungicides for the control of blackspot at Cornell University, Ithaca, N. Y. Cultural and handling material is further represented in articles on nutrient deficiencies in roses, foliar feeding in rose culture, nematodes, hot waxing and pruning.

This year the reports on rose experience for the Proof of the Pudding section came from affiliated societies, rather than from individuals, with the result that the number of plants observed is greater. Nine pages are given to descriptions of new roses of the world. More than

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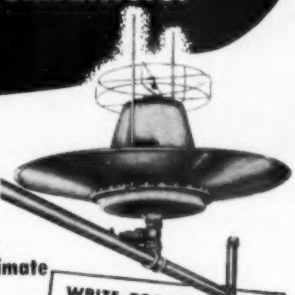

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PROPAGATION OF PLANTS, by Kains and McQuesten. Nursery and greenhouse reference. 637 pages, **$5.00.** American Nurseryman, Chicago 4, Ill.

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Also general chapters on diseases, insects and control measures.

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a score of full-page full-color reproductions of new roses accompany the 282 pages of text.

The Rose Annual goes to members of the society without cost. For others the price is $4.50 per copy.

M. H. S. HISTORY

Bringing the account of its notable activities up to date, the Massachusetts Horticultural Society has published "Twenty-five Historic Years," by Edward I. Farrington, secretary from 1923 to 1946, to supplement the centennial volume, "History of the Massachusetts Horticultural Society, 1829-1929," by Albert E. Benson. The price of the new book is $3; of the older one, $2.

This 226-page illustrated volume is a chronological reminiscence of horticulture's greats, particularly in Boston, as a chapter covering each of the 25 years reviews the principal show and society awards, officers elected, deaths and other important occurrences during the year. The development of the society's great spring exhibition, of its publication and its library is traced through years of difficulty and prosperity, of war and of peace. The volume is a testimonial to the advance of horticulture, as well as a record of participants in its activities in New England.

BOOK OF ANNUALS

For the home gardener who wants more guidance in growing annuals than he finds on seed packets, "The Complete Book of Annuals," by F. F. Rockwell and Esther C. Grayson, gives the needed information. Published by the American Garden Guild and Doubleday & Co., Inc., at $5.95, this book of 315 pages comprises three parts. The first includes five chapters on the general characteristics and uses of annual flowering plants; the second, five chapters on culture and five containing lists of species for various locations and purposes, and the third, two chapters, of which one discusses in some detail the 10 leading garden annuals and the other catalogs most of such annuals generally grown, from A to Z. Maps of planting dates by zones and of first and last killing frosts are useful, as are many of the 93 photographs reproduced, 23 in color.

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EVERGREENS, by L. L. Kumlien. How to select, plant and care for evergreens. 91 p., illus. **$1.50** postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

COTONEASTER BULLATA

A recent report of the Boskoop research station for woody plants, in the Netherlands, contains data that are the result of long research to discover efficient methods of stratification and other presowing treatments of seeds of Cotoneaster bullata, notorious for their dormant embryos and hard seed coats, which cause a slow and irregular germination.

The influence of the time of seed harvest on the germination was investigated. The best time for picking the berries appeared to be when they were light red. Cleaned seeds, from which the fruit pulp had been removed, gave better germination compared with seeds sown in the berries, the report indicated.

Different stratification media—sand, peat and a mixture of the two in equal parts—were tried out. Peat and the peat/sand mixture proved to be the best for Cotoneaster bullata seeds. The peat/sand mixture had the added advantage that it was found easier to distribute uniformly when sowing.

Hard seed coats are a grave obstacle in the germination process. Many hard-coated seeds have shown improved germination after the seeds had been soaked in concentrated sulphuric acid. In the case of Cotoneaster bullata, the treatment gave highly satisfactory results on dry commercial seeds that were steeped in the acid for two hours, after which the seeds were thoroughly rinsed in clean water to remove all traces of the acid. Soaking in cold water of 34 to 37 degrees Fahrenheit was also successful. In some cases a combination of the two treatments—two hours in sulphuric acid and one week in cold water—proved most satisfactory; 66 per cent of the treated seeds germinated during the first spring.

On the whole, however, the use of sulphuric acid has serious drawbacks, the report states, and particularly with freshly harvested seeds,

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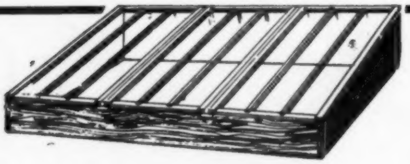

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15 x 4 feet	55.50	29.74
6 x 6 feet	33.10	22.28
9 x 6 feet	47.90	29.74
12 x 6 feet	60.45	34.46
15 x 6 feet	75.25	58.82
18 x 6 feet	87.80	58.82

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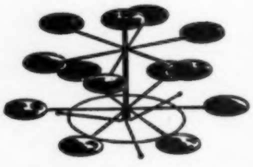

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Wire and Redwood baskets; Redwood tubs;
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great care is required in the application of the acid. The thickness and hardness of seed coats vary considerably with different climatic and environmental conditions, and prolonged acid treatment may, in some years, do the seeds more harm than good.

SAN ANTONIO PLANNING

Gerald Fry, past president of the San Antonio Nurserymen's Association, has announced that members of his group cooperated with a local Sunday school group in furnishing plants for the landscaping of the new Southton Tuberculosis hospital. Mr. Fry donated the design, and labor was supplied by the church. The nurserymen were not solicited for a donation, but acted voluntarily in the beautification of a public building.

The San Antonio Nurserymen's Association held a monthly meeting Friday evening, July 15, at the Gunter hotel. Newly elected officers, Leonard Willis, president, and James Worthy, vice-president, presided. The evening's activities included making plans for submitting a bid for the 1957 convention of the Texas Association of Nurserymen. Chamber of commerce officials and the Gunter hotel management were present to assist in laying plans to entice T. A. N. members to come to San Antonio in 1957.

During the past year, San Antonio nurserymen have been active in conducting public relations programs in their community. One of these included a summer planting short course held June 10 and 11. A fee of 50 cents was charged, and over 200 attended each night. Plans are already in the making for next year's course.

This fall, a garden show will be held to stimulate fall planting. The program is conducted with the cooperation of the garden clubs of San Antonio and will feature unified garden scenes sponsored by each nursery firm.

Next April 7 to 9, the annual San Antonio flower and garden show will carry a theme of "Sing a Song of Spring." The entire show will be highlighted with a rhythm of song. This show is sponsored by the garden clubs, but the local nurserymen participate 100 per cent to make it one of the biggest garden shows in the southwest.

HAROLD WEG is entering the nursery business, in the wholesale field, with the address R. D. 3, Flemington, N. J.